

Why Should Meats Be Officially Graded? Discussed on page 23

Vol. 70

No. 13

# THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

Copyright, 1924, by The National Provisioner, Inc.  
Title Registered in U. S. Patent Office.

MARCH 29, 1924

Published every Saturday by The National Provisioner, Inc., Old Colony Bldg., Chicago, Ill.  
Entered as second-class matter, Oct. 8, 1919, at the postoffice at Chicago, Ill., under the act of March 3, 1879.  
Subscription Price: United States, \$3.00; Canada, \$4.00; All Foreign Countries in Postal Union, \$5.00.

Established 1857

## Rohe & Brother

### Pork and Beef Packers and Lard Refiners

Curers of the Celebrated  
"REGAL" Ham, Breakfast  
Bacon and Shoulder.

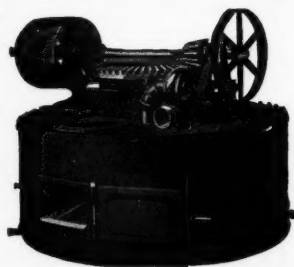
Manufacturers of the  
Famous Brand "PURITY" Lard.  
Goods for Export and Home  
Trade in any Desired Package.

Export Office  
344 Produce Exchange

NEW YORK

Main Office  
527 West 36th Street

PACKING HOUSES:  
534 to 540 W. 37th St. 539 to 543 W. 39th St.  
547 to 549 W. 35th St.



## LOW UPKEEP

The upkeep of Triumph Tankage Dryers is low enough to be forgotten. Once in several years you'll have to buy a new wheel for the fan which draws off the vapor; but aside from this (barring accidents) you will probably not have to buy any repairs during the entire life of the machine.

Write for prices and capacities. Ask for Bulletin 40.

### The C. O. Bartlett & Snow Co.

Main Office and Works: Cleveland, Ohio

## Morris' Sausage Casings

Guaranteed

To Pass

Government

Inspection

The quality and appearance of your product are assured by the use of our casings, since our complete facilities enable us to maintain a very high, uniform standard.

Careful selection, grading, sorting and inspection practically eliminate waste, hence our casings guarantee economy.

Write for prices and full information.

### MORRIS & COMPANY

Branch of North American Provision Co.  
CHICAGO

Beef - Hogs

Sheep

A Complete Line

For Immediate

Delivery

Architectural  
Chemical  
Practical

## Service

To the  
Packing  
Industry

CHEMICAL & ENGINEERING CO. - Manhattan Building - CHICAGO, ILL.

### "NIAGARA BRAND" Genuine Double Refined Saltpetre (Nitrate of Potash)

and Double Refined Nitrate of Soda  
BOTH COMPLYING WITH ALL THE REQUIREMENTS OF THE B. A. I.

MANUFACTURED BY  
Established 1840

### BATTELLE & RENWICK

80 MAIDEN LANE  
NEW YORK

How To Prevent Trouble With Sausage Meats Discussed on page 30

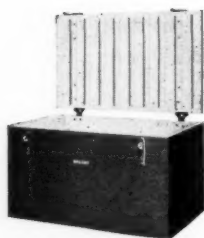
# Well flavored bacon increases your profits



Brecht Crescent Bacon Hanger



Brecht Crescent Double Rod  
Smoke House Tree



Brecht Crescent Wood Bacon  
Curing Box  
600 lb. capacity



Brecht Crescent Metal Bacon  
Curing Box  
600 lb. capacity

Your sales of bacon depend largely upon its flavor. Every brand of bacon with a large sale has a distinctive appetizing taste which makes customers buy it again and again.

Such repeat sales are profit producers as successful packers well know, and they make every effort to produce a uniform bacon at all times.

Much of the quality and flavor of bacon depends upon the equipment used in the curing and smoking.

Brecht bacon equipment has been designed to meet the requirements of exacting bacon producers. The quality of the materials from which it is made is of the best, and the prices are attractive.

Send for more information about Brecht bacon equipment. Your inquiry carries no obligation, so write us now—today.

## The Brecht Company

1201 Cass Ave.—St. Louis, Mo.

*Manufacturers of Machinery and Equipment  
pertaining to the Meat and Allied Industries*

### BRANCHES

New York  
Chicago

Buenos Aires  
Hamburg

Liverpool  
Copenhagen



1853 WE KEEP FAITH 1924  
WITH THOSE WE SERVE

# THE NATIONAL PROVISIONER

Copyright, 1924, by The National Provisioner, Inc. Title Registered in U. S. Patent Office.

OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION

PUBLISHED EVERY SATURDAY

Entered as second-class matter at the postoffice at Chicago, Ill., under the act of March 3, 1879.

Vol. 70.

Chicago and New York, March 29, 1924

No. 13.

## *All Meats Should be Officially Graded*

### **Abuses in Both Wholesale and Retail Trade May Be Ended to the Benefit of Trade and Consumer Alike**

By W. C. Davis, U. S. Dept. of Agriculture

[EDITOR'S NOTE.—This is an address delivered by Mr. Davis before the Boston Meat Council. It deals with abuses of which both wholesalers and retailers have been guilty, and which should be corrected.]

Inasmuch as the production of meat food animals is by far the largest single industry in this country, it may not be amiss to mention some outstanding facts relative to production and consumption.

We are logically a meat-eating nation. We have the types of animals and feeds for economical production not surpassed by any country in the world. During the year 1923, the production and consumption of meats was the greatest in our history. All classes made marked gains.

The total quantity consumed, including all meats, but excluding lard, was approximately 18,500,000,000 lbs., and our exports, while relatively light, were around 969,000,000 lbs. Of the quantities consumed 10,100,000,000 lbs. was pork, 6,918,000,000 lbs. beef, 873,000,000 lbs. veal, 574,000,000 lbs. lamb and mutton, and 300,000 lbs. goat meat.

Our per capita consumption of all meats was 167 lbs., which is approximately an increase of 17 lbs. per person over the previous year. Some idea of the vastness of the meat industry may be gained by a study of the figures.

#### **Why Grading is Needed.**

Now, as to the grades of meat. When such enormous quantities of meat are involved, there must necessarily be quite a difference in quality or grade in each class.

Inasmuch as the bulk of our meat producing animals are raised West of the Mississippi River, and our greatest consuming centers are along the Atlantic seaboard, the problem of marketing the finished products satisfactorily is one of the greatest with which the industry has to deal.

Because of the economics involved, the location of slaughtering and packing plants at or near the center of the livestock industry is a question which needs no discussion. There is no difference of opinion on that. Because of this, how-

ever, a large percentage of meats must be sold at long distance.

#### **Confusion in Packers' Grading.**

It is a known fact, generally recognized by all who are familiar with the meat industry, that aside from pork cuts, hardly any two packers grade meats exactly alike. For example, one packer may ship as "Good to Choice Beef" what another packer calls "Medium Natives," and a third "Good Westerns." The result of this confusion is frequent misunderstandings between buyers and sellers on quality and price.

Numerous requests have been received at our New York office during the past few months for our Grade Inspection Service, particularly on car-loads of beef purchased at some Western packing plant. A quite recent survey made in that market discloses the fact that there is little

agreement or understanding between packers and carload purchasers as to grade or quality. This results in rejections and frequent misunderstandings, and the filing of claims which are difficult to adjust.

What is the remedy? The remedy lies in the adoption of universal, standard grades by every branch of the industry.

Until a few years ago, the practice of using such terms as "Natives," "Westerns" and "Texas" when referring to certain types was very common, and at the same time meaningless. For example, a native steer in one section—the Corn Belt, for instance—means the best beef animal that our country produces, while in another section it means something entirely different, and in some other sections describes locally the kind of a carcass that generally goes to the boning room. It illustrates the difficulty one encounters if he attempts to apply such terms to a commodity that is bought and sold under such varying conditions, without a definite agreement having been reached beforehand.

#### **Standard Trades Established.**

The old Bureau of Markets, when called upon to report the livestock and wholesale meat market, had first to determine a classification for meats on the basis of grades, that would be applicable to every market in the country. The classification used today in our market reporting work was evolved at that time, and is in use daily in all markets where offices have been established.

All quotations are based on grade, and these are known and understood by the trade. In other words, a standard has been established on the basis of grade where heretofore there was none. This has resulted from the crystallization or unification of definite ideas regarding quality and value by every agency engaged in producing and marketing meats, and is a standard which may be used satisfactorily as a basis for barter.

Commercial grading has grown in importance with the multiplication of long-

## **Is It Worth While?**

Here are some questions arising from observations made by Mr. Davis in his visits among the trade:

#### **For the Wholesaler.**

Is it good business to attempt to sell stag, cow or bull beef as steer beef?

Should your salesman offer the retailer medium or common steer beef when he asks good to prime?

Is it fair to fill contracts calling for "prime beef" with common steer and cow beef? Do you win in the end by such methods?

#### **For the Retailer.**

Is it good advertising to place a placard in your window: "Prime Native Steer Beef," and then show poor blue cow beef?

Is it good business to tell your customers that the No. 3 beef you offer them is the best that can be bought?

Is there a better way to discourage beef consumption than by such practices?



distance transactions. When buyers and sellers do not meet personally, and where both sides do not have an opportunity to inspect the goods, it is imperative that there shall be some generally-accepted standard of quality in order to determine proper market values at long distances. This can be done only by a thorough agreement and complete understanding by both buyer and seller of what constitutes the various grades. This then involves specifications or grade descriptions.

#### Form, Finish and Quality.

To be of any material benefit, the standards or requirements for livestock and meat grades must be based on fundamental factors, inherent in the animal, which are not subject to change on account of trade preference, seasonal conditions, or any other characteristics which are unstable. They must be applicable to all parts of the country and to be of value in commerce must be generally understood and accepted in the trade.

There are three general factors on which the grades of meat are based, and they are conformation, finish and quality.

"Conformation" refers to the shape, or build of a carcass. Best conformation in beef carcasses, for example, involves short shanks and neck, deep, plump rounds; thick full loins, well fleshed ribs and deep, well filled flanks.

"Finish" refers to the thickness, color, character and distribution of fat over the interior and exterior surfaces of the carcass, side or cut. Best finish implies a smooth, even covering of brittle, flaky, white fat over the inside of the ribs, and a heavy, even covering of fat over the inside of the ribs, and a heavy, even covering of fat over the kidneys.

"Quality" is a characteristic of flesh and the fat included therein. It involves primarily the thickness, firmness and texture of the flesh. Best quality in beef is indicated by full, well-nourished, muscular tissue, liberally interspersed and covered with fatty deposits with a minimum of strength in fibre and connective tissue.

That, very briefly, is the basis for our meat grades.

#### How It Worked in Practice.

To illustrate the practicability and workability of the meat grades as a basis for satisfactory purchase and sale of all classes and grades of meat, I will cite briefly what took place in New York a little more than a year ago.

Officials of the U. S. Steamship Lines were constantly receiving complaints from their patrons because of the quality of the meats served in their dining saloons and finally appealed to us to locate the trouble.

I went to New York and stood on the dock at the ship's side while supplies were going aboard, and noted, particularly the class and grade of meats. Their specifications called for "Choice Steer Beef" and similar grades of other meats.

What do you think I found? Not one "choice" steer carcass was in the delivery. There were "stags," a few "cows" and actually one "bull" carcass, and a few "medium grade steers." Practically all other meats were correspondingly low

grade. Do you wonder the patrons were complaining?

The result was the adoption of our standard specifications. Copies were sent to wholesale dealers in New York and they were advised that on and after January 26 the new specifications would become effective. The New York meat dealers were familiar with the Bureau grades, and it was not difficult for them, even in the beginning.

#### Unfair Practices Stopped.

The last bids received by the U. S. Lines under the old system showed a difference in price between the low bid and the high bid of \$3.00 per 100 lbs. This, in itself, was sufficient evidence that some one expected to deliver beef of much lower quality than called for. They had been doing it for quite a while and "getting by."

Now what happened? Under the new specifications the very first bids submitted showed a difference between the low and high bid of only 52 cents per 100 lbs. on the grade of beef called for.

This difference has since been materially lowered, and rarely shows a difference of as much as 25 cents between the low and high bid. And every dealer in New York and all patrons of the lines know the quality of meats and meat food products now being served; and complaints have given place to praise.

The meat grading service has since been extended to the laid-up fleets in the vicinity of New York and Norfolk, Va., also to the Munson Steamship Lines, and will shortly be inaugurated for Childs' restaurants.

I want to touch upon another phase of the industry, because of the effect certain practices have on meat consumption.

#### Why Boost Poor Beef?

The Department of Agriculture had an exhibit on live cattle and beef grades at the International Livestock Exposition at Chicago last year. The meat exhibit was arranged to show the wholesale and retail cuts, by grades, and attracted considerable attention. Choice, good, medium, and common grades of beef were shown.

Fully 70 per cent of the women who saw the exhibit picked the low grade beef in preference to the better grades. I asked them their reasons. Most of them replied, "My butcher handles that kind and he tells me it is the best."

No wonder 53 per cent of our beef sup-

ply is in the medium grades. Do you call that good advertising?

It is not only unfair to the consumer, but actually tends to lessen meat consumption by palming off low-grade meat under the guise of high-grade meat. Let me urge all meat dealers' organizations to take steps to rid their fraternity of the unscrupulous dealer.

#### Tell the Truth About Meat.

I go into a great many markets in this country and I see placards prominently displayed in show windows and show cases, some of which read, "Prime Native Steer Beef," and immediately under the sign I see quite often a very low grade of steer beef, and not infrequently cow beef.

Do such methods tend to increase meat consumption?

A low-grade piece of meat sold to a customer as "the best the market affords" has caused many a woman to change her butcher, and usually she doesn't come back. It also causes her to search out a substitute for meat, and in many such cases the unscrupulous dealer is to blame.

#### 100 Per Cent Price Margin.

To illustrate further, two weeks ago I was in the wholesale market of one of our middle western packers when a retailer came in and purchased sliced bacon in one-pound packages. The price was 25 cents per pound. Later, in the afternoon of the same day, I had occasion to go into the retail district in the same city, and there I saw the same brand of bacon offered at retail at 50 cents per pound, and in at least one place at 52 cents per pound.

I cite these instances, not as criticisms directed at the retail meat industry, but to show that despite the fact that retail organizations have done excellent work, there are yet fertile fields for their endeavors.

#### Uniform Grades of Meat.

And now a final word with reference to uniform standard grades of meat. During the past month, I have been on a tour of the Middle Western markets where, among other things, I discussed with packers the advantages of a uniform system of grading meats.

Previous to my visit mimeographed copies of our beef specifications had been distributed to them by the Institute of American Meat Packers. In this way, many of the packers had time to study the grade descriptions and were in position to discuss them with me from a critical standpoint.

When the specifications were distributed, we asked for comments and criticisms, realizing that if they were to be a benefit to the meat industry, they must help to increase efficiency in the marketing of the products.

The reaction so far has been practically 100 per cent favorable. Some packers, and many Federal and State institutions, adopted them and are at the present time using the specifications and find them practical.

The Department has no thought of ever attempting to make the use of meat specifications compulsory. Whether you use them or not rests entirely with you. But in case they are used and one of our meat graders is called in to inspect a shipment of meat, and issues a grade inspection certificate, that certificate shall be regarded as prima facie evidence of the grade in any court of law.

## Salesmanship

Who is your most dangerous competitor?

The man who is trying to conduct his business intelligently, so as to make a living profit?

Or the man who doesn't know what his stuff costs him, and who sells it at any old price?

"Buy right" and "Sell right" are twin mottoes!

This applies equally to the packer or to the retailer.



## Is "Sell Right" the Packer's Solution?

The Question is in Everybody's Mind and the Answer Seems to be "Yes!" — What is Salesmanship?

The "Sell Right" key-note seems to have struck a responsive chord in every packinghouse organization in the business—that is, pretty nearly every one.

There are the usual exceptions—two classes—those who are "asleep at the switch," who have not yet heard of the discussion; and those in the "all but me!" class, who want everybody else but themselves to reform!

THE NATIONAL PROVISIONER will discuss these two classes later on. Just now it is enough to say that the "Sell Right" slogan is the most popular one sounded in many a day.

Already THE NATIONAL PROVISIONER has received enough letters and comments to fill several issues. The discussion promises to be long and interesting.

All agree that it will have to be lengthy—that it will take some pounding to get the "Sell Right" idea into the heads of some packers and sales managers.

Here goes for the pounding!

### What's Wrong With Me?

The Question Every Losing Packer Should Ask Himself

By a Provision Man.

Editor THE NATIONAL PROVISIONER:

I have been following your "What's the matter with the packing business" ever since the first article appeared, and I believed then and still believe that there's nothing the matter with it! There is something the matter with many individual packers, and the question when originally put should have been "What is the Matter with Me?"

There are just enough concerns engaged in the business so that under unfavorable conditions the least efficient go broke, while the most efficient make a profit. We are seeing the operation of old-established economic laws. When supply exceeds demand our margin is small, and when the supply has been brought down to where it meets the demand, the weaklings have been eliminated and only the fittest survive.

**This Packer Can't Last.**

The packer who insists on killing to capacity when cutting statements show losses; who does not strive to turn out the highest possible quality of product at least possible manufacturing cost, who sells his product at or under competitor's prices, instead of on its own merits, is due to pass out of the picture.

There's nothing the matter with our hog-buying, and nothing the matter with our selling. **Each one of us will find the thing that's wrong right in our own organization.** It's up to each of us to run our own business right.

We have been too busy minding our competitor's business, when we should have been minding our own.

If we could get together and hold down

raw material prices, and hold up finished product prices to the point where the least efficient would make as much as they would like to, the most efficient would make so much that public resentment would put us under government ownership mighty quick.

There it is in a nut-shell!

Yours truly,

A PROVISION MAN.

### Sales Manager Blamed

Effort to Get Volume at All Costs Is Fatal to Profits

By a Salesman.

Editor THE NATIONAL PROVISIONER:

Why packers are losing money on their sales generally can be summed up as follows:

The first real reason is, the "keep up" or "increase your volume" order coming from headquarters. Volume is essential, it is true, but not at a loss of profit.

The weak-kneed sales manager—and not the salesman—is at fault. He gets his "red card" or danger signal that his volume is slipping. His nerve goes to pieces and there is only one result. To keep up or increase his volume for his district, he can see no other way than to go after the volume buyers.

How does he hope to get this business? By cutting the price of his company's products.

**Buyer Makes the Price.**

The volume buyer today is the "chain markets." They do not believe a packer in this U. S. A. has a price list. **They make the price.** Your salesman then acts on the sales manager's advice and sells him at his own figure.

These chain stores buy so much under the market, and advertise so cheaply that the suburban store-keeper is out of the running; he cannot hope to compete with the "chain market."

To give you an example of how rotten the packers' sales force has gotten, think this over:

Phoney duplicate orders are often put out by some salesman to one of these large buyers, so he can beat the next poor fish down on his price.

**"Phony" Duplicate Orders.**

As for instance, pork loin market or legitimate asking price on 16/22 average loins is 14c. Salesman saw copy for 11c; he immediately wires his house, "Pork loins 16/22 average selling here 11c; shall I meet competition?"

If sales manager loses his nerve, he wires "meet it." Then goodbye legitimate market. All the rest follow suit. Think it over.

Make sales managers make salesmen out of their men, instead of "order takers."

Have your tonnage department find out the local condition at each point, insofar as consumption of products is concerned, and put out danger signals where they belong.

Any man who is capable of being a sales manager is going to get every pound from his district that he can, condition of such districts considered.

Yours for a legitimate profit for our employers,

A SALESMAN.

### Successful Selling

Applied Particularly to the Packing Industry

By E. C. Merritt, Vice-President and Gen. Mgr., Indianapolis Abattoir Co.

Successful work in the sales field of the packing industry has its foundation in a knowledge of many things, beginning in an understanding of what the industry is, what function it performs, on through the mass of problems involved in the specific things to be accomplished.

Briefly stated, the packing house takes the live stock from the farms, processes it, and passes the product along through the various channels of distribution. It is only a part of the route by which the products of the producer reach the table of the consumer. The railroads, stock yards, jobbers, retail dealers, hotels, restaurants, warehouses, etc., are likewise links in the chain which completely performs this function.

**Packer Is the Center.**

The money value of livestock and packing house products in the hands of producers, consumers and the various links in the chain between them, is a tremendous sum, and at only one point of the whole procedure, when in the packer's hands, is the title to this vast property concentrated in ownership.

The large number of producers or consumers individually own but a mere nothing compared to the total.

The retailers through present credit arrangements really own but little of it.

The railroads, warehouses, etc. own practically none.

Standing between the producer and consumer, financing this tremendous proposition, the packer might be compared to the neck of a bottle through which the contents of the container are crowded, to be dissipated to the open air. Or the gorge of a mountain stream through which the melted snows of the range roar and toss to final outlet to the calm stream of the valley below.

Being the only spot where concentration exists, no wonder it is assailed from all directions!

**Everybody Blames the Packer.**

The mistakes and irregularities and troubles (and their consequences) of the producers, consumers, dealers, are all blamed upon the packer because the others cannot be reached.

The producer wants high prices for his product and an every day cash market for anything he want to sell.

The consumer wants low-priced meat foods, to be purchased or not purchased according to the whim of his appetite or the condition of his purse.

The political tax authorities want heavy taxes from the packer concentration point, that are difficult to collect and vote-disturbing to arrange, on either side of him.

The politicians generally find this concentration point a fine foot-ball. It is the only spot they can get at with a minimum of danger to themselves. They play with it morning noon and night.

Quoting one packer: "Verbum sap" (meaning "nuff ced"). Yet the student of selling should know these things.

**How Are You Fixed?**

Getting a perspective of the general

scheme of things, the student should progress to a study of the organization of individual business of which he is a part.

How well does his outfit fit into the situation?

Is it manned, from executives down, with intelligent, resourceful, competent people?

Is it located well with respect to a proper and satisfactory supply of raw material?

Do the plant facilities amply provide for handling of product?

What are the special things particularly well done by this plant?

What items of product are particularly well made, or peculiar to his own organization, and why, and all about it? What are the many varied products; how made; how about brands, and labels, and wrappings and packages?

#### How Do You Operate?

Knowing these things, let us progress a little further.

How is live stock bought and its value determined? Know something about the grades of cattle, hogs and live stock generally; the differentials existing in price because of these grades, and what this means in the value and grade of the resulting product.

How are prices and costs determined in your own organization by those having it in charge?

Progress further and secure from proper sources the general policies of the organization; collection and credit plans and rules and why they are made, etc.

#### Sales Situation in Your Territory?

If given a definite territory or district in which to operate, the student should immediately analyze the situation there.

What service and delivery can be given; how best can he use his time and cover the ground?

What class or classes of trade in the district? Know something of the consuming public in the district, and what sort of meat foods should best appeal to them.

Who among the packer competitors are working the field; what kind and type of a man represents them?

Knowing his own proposition, how does it compare from all angles with the other fellow, quality, assortment, packages, delivery, service generally, credit price—all other things considered, etc.?

After knowing all this, and much more, the student might enter the field of study called Salesmanship. And about this volume have been written, and many more could be written. We cannot travel this lengthy road here, but the real aspirant for success will seek that road and find much pleasure and profit in so doing.

#### What Is a Sale?

One authority states that a sale consists of four distinct steps, classified as:

- First—Attention.
- Second—Interest.
- Third—Desire.
- Fourth—Sale.

This appeals to common sense; no progress can be made at all, unless at the very beginning the attention of the prospect is secured.

Reaching that point, no further progress can be made unless interest is aroused. Certainly no final sale can be accomplished until the prospect desires the goods. Utter failure results from trying to go at this thing backwards.

It might take several interviews to successfully work through these steps; the whole thing might be accomplished at one interview; to know his man and to handle him through this procedure might be helped by a study and knowledge of human nature, applying proper theories and practice to the specific case in hand.

[EDITOR'S NOTE—This article was written to salesmen, and for salesmen.]

#### Packer and Retailer Partners.

Just another sidelight on the theory of selling in this industry. Your retail dealer is only another link in the chain of distribution. He is not an independent unit of himself. He and the packer salesman are partners in a worthy project.

The thing to be accomplished is to get these meat foods to the consumer's table with a minimum of trouble, worry and expense; with a maximum of satisfaction in every way. Doing this, the two partners will find for themselves the maximum of volume, satisfaction and profit.

Working on this theory what a wonderful array of possibilities is presented. The dealer, with his intimate knowledge of the whims and fancies, needs and desires of his trade, co-operating with the packer salesman, with his intimate knowledge of the things possible with his organization; forgetting the idea of making money out of each other; the one hoping to sell high, the other hoping to buy low; but believing in each other and with confidence in each other, working out the problem with mutual profit to all concerned.

#### Packer and Retailer Partners.

After all of these things have been covered, there is yet an all important field for study for the aspirant to success. A study of himself; perhaps he should do this before he starts with anything else.

A man is made up of a complex mass of positive and negative qualities; most everything he thinks or does would classify under one or the other of these headings. Thoughts and acts in the neutral zone just don't occur.

A positive man, after selling some hams, tells the dealer he needs some beef, sausage, lard, bacon, etc.

A negative man says "You don't need anything else, do you?"

A positive man radiates enthusiasm, optimism, success, and initiates things—always on the offensive.

A negative man radiates gloom, pessimism, failure—initiates nothing, and is always on the defensive. A negative man is no good anywhere, but particularly in sales work he is valueless.

Get positive all over, and know you are before you start, and you may get somewhere.

#### Studying the Salesman.

To bring out the theory of this effort to write something worth while, picture for yourself a negative "simp" who knows nothing of the general idea of the packing business; nothing of his own outfit, its ideals, its organization, its policies, its theories, its facilities, its products; nothing of the territory he goes to, dealers, consumers, service possible, competitors; nothing of the principles of selling.

(Continued on page 52.)

### The Small Sales Evil

Many interesting and valuable comments on the "Sell Right" problem have come in.

One that is new to many packers—but which seems to hit the nail on the head—is what we will term the "small sales evil."

One sales expert declares that this growing habit of small unit sales, with the accompanying heavy delivery cost, is the chief evil in the selling end of the business.

Watch next week's issue of THE NATIONAL PROVISIONER for a discussion of this point.

### The Consignment Evil

Here is an angle of the "Sell Right" discussion from abroad, touching upon the practice of dumping heavy consignments of meats on the foreign markets.

A year ago THE NATIONAL PROVISIONER printed a letter from a British trader on this subject, and he calls attention again to a similar situation. He says:

Liverpool, England, March 10.

Editor THE NATIONAL PROVISIONER:

With reference to my letter to you last year on the policy of American packers continuing to consign heavily to this English market. The position here to-day is somewhat similar to that when I last wrote you.

Spot prices of many of the packers' goods are many shillings per cwt. under c.i.f. quotations or American c.i.f. values.

This means disastrous losses to the packers who continue this consignment business week in and week out.

This market is altogether different to your domestic market. The English market gets supplies from all over the world, which are all competing with each other on this market.

Denmark has enormously increased their hog killings. This has materially affected the trade on American product, and yet the American packers continue to consign here as freely as ever, to their own sure loss!

Some of the packers are beginning to realize that this consignment policy will mean disaster to them, and the sooner all the packers get to realize this the better for their balance sheets.

To my mind there is only one way of doing this English business satisfactorily from the American packers point of view, and that is to make straight c.i.f. sales, whereby the American packer knows exactly what he is going to get for his goods.

This is, of course, against the policy of the average commission man in England, but it is certainly the policy for the American packer.

Yours truly,  
A FOREIGN TRADER.

EDITOR'S NOTE.—Many believe there is entirely too much consigning going on, by which the packer virtually loses control of the merchandising of his product. He gets it out of sight and out of mind, and when the returns come back—oh, what a headache!

A packer who consigns heavily retorts: "To be sure, our returns often give us a headache. But the domestic market would give us a worse headache, if we did not unload the surplus somewhere."

This brings us back to the "Buy Right" chapter of the discussion.

What causes the surplus?

Killing too many hogs.

Why kill more hogs than you have an outlet for?

Echo answers: "Why?"

### The Best Sales Letter

In his regular weekly bulletin to his salesmen—headed "Better Selling"—a packer last week said:

As a special favor to the writer, I am asking that each of you read carefully pages 23 and 24, in the issue of March 15th, of THE NATIONAL PROVISIONER.

This is our Sales Letter of today, and there is more good common sense in these articles than the writer could ever hope to furnish you.

## Standard Hog and Beef Trolley

Blue prints illustrating a proposed standard hog and beef trolley—the first definite step toward standardization of certain packinghouse equipment—have been forwarded to members of the Institute of American Meat Packers for their approval, together with a bulletin and statement by Charles E. Herrick, President of the Institute.

The statement prepared by the Institute's Bureau of Practical Research, discusses the general need for standardization of equipment and machinery in the packing industry, and cites similar steps taken in other industries. Mr. Herrick in the bulletin asks for the co-operation of the entire industry in adopting this one trolley as a standard on all replacement orders to replace the one hundred or more varieties of trolleys which have been used heretofore.

In commenting upon the general need for standardization, Mr. Herrick said:

### Lack of Uniformity Causes Loss.

"In the past there has been a tremendous economic loss occasioned by the fact that each individual packing plant originated its own machinery and called for its own particular kind in ordering from the machinery manufacturer, so that the manufacturer was forced to make up patterns for almost every customer and carry hundreds of different styles of parts, all of which was extremely costly.

"The hogs and beef trolley represents our initial venture in packinghouse standardization, and it is our desire to bring about a unification of equipment in every department of the industry, such as truck and truck parts, the pitch of gears, etc.

"This will reduce the packinghouse machinery manufacturer's cost of production by increasing the volume, reducing the number of patterns he has to make, and reducing the number of kinds of machinery he will have to carry in stock. It will unquestionably mean that the machinery manufacturer will produce better equipment. It will, in addition, save many thousands of dollars to the industry every year by means of enabling the manufacturer to reduce costs through his greatly increased savings and will enable the packer to secure immediate delivery of equipment, and to make more satisfactory purchases."

### Others Are Doing It.

Mr. Herrick cited instances from a bulletin issued by the Chamber of Commerce of the United States, showing the progress certain other industries are making in their effort to further standardization. "During 1923," Mr. Herrick pointed out, "manufacturers of range boilers, in co-operation with plumbers, jobbers, and allied interests, succeeded in adopting thirteen sizes of boilers as recognized standards in place of approximately one hundred and thirty sizes which had been produced and carried up to that time.

"Manufacturers of plumbing goods standardized seventy-six sizes and types of brass traps in place of the eleven hundred and fourteen which had been catalogued up to that time. Four other important industries—manufacturers of paper, prepared roofing, hotel china-ware, and lumber—have determined upon the elimination of odd sizes, shapes, and types which increase production costs. Lumber manufacturers report that their programme of standardization will save their industry \$250,000 a year. Similar savings and reductions have been reported by manufacturers of bed springs and mattresses, paving brick, asphalt, hollow

building tile, metal lath, milk bottles and caps, asbestos paper, blankets, garden hose, shovels, paint and varnish brushes, and in many other industries."

### The Trolley Recommended.

The bulletin, in describing the approved trolley, states:

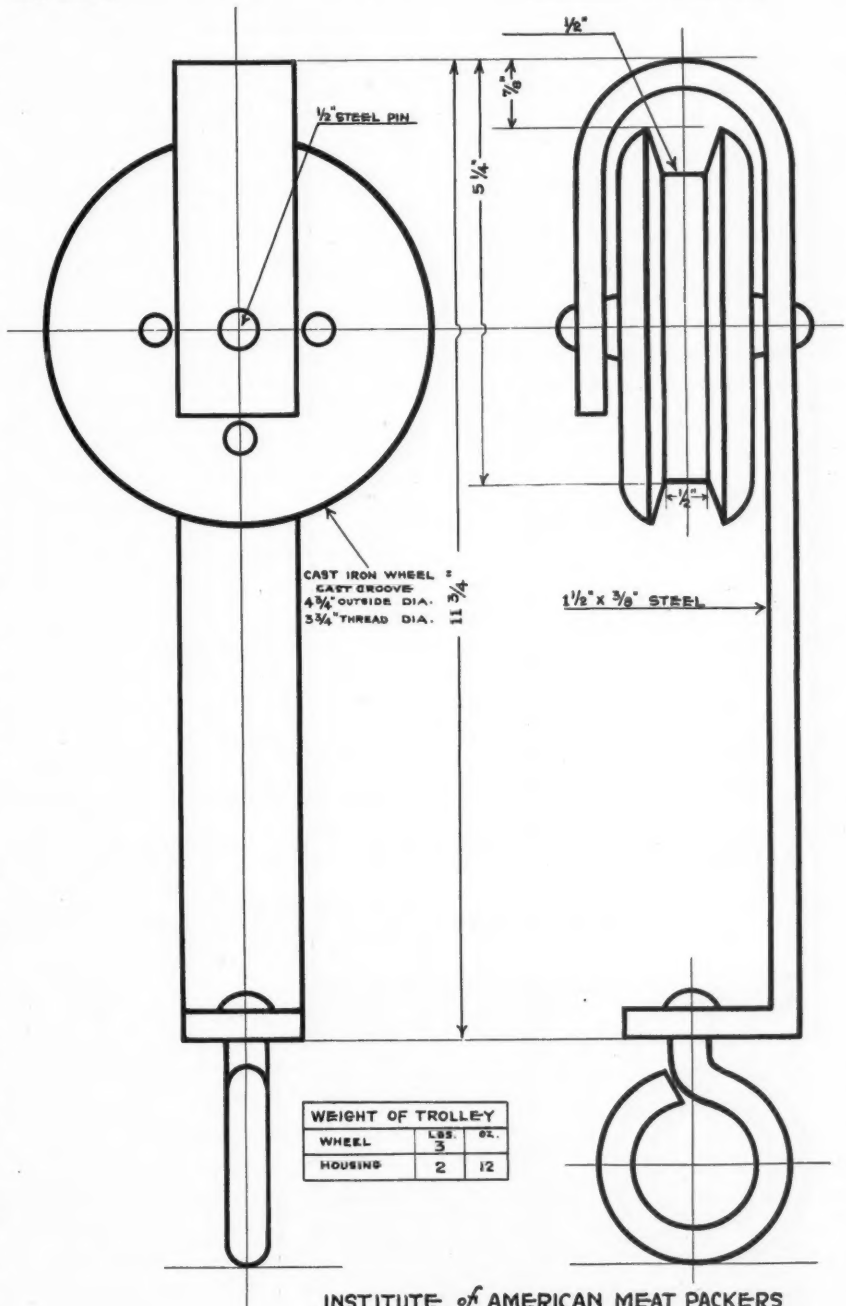
"This particular trolley is recommended because it seems to offer the most ideal dimensions in the distance from the track to the top of the frame and from the track to the bottom of the frame. This is calculated to avoid obstruction and to ride easily on a sharp rise in the track, whereas a shorter frame is likely to ride against the track and thus bind or become dislodged. This recommendation takes in a single wheel and frame for both beef and hog trolley.

"The packer can order a  $\frac{5}{8}$  inch round turned beef hook or a  $\frac{1}{2}$ -inch round gambrel holder, as may be needed. The gambrel used may be either of wood or of steel. While it is true that there may be a temporary inconvenience to some packers on account of the slight difference in length between the new trolley and those which they are now using, this inconvenience will be more than offset by the eventual saving and convenience.

"For the scaler's convenience, the new trolleys can either be marked by a distinctive color, whereby they can be identified easily, or else they can be weighted down with lead to bring them all to the same weight."

That the trolley will meet with the approval of the industry is indicated in a statement from a prominent packinghouse architect, who is quoted in the Institute bulletin as follows: "We believe the trolley

(Continued on page 30.)



INSTITUTE of AMERICAN MEAT PACKERS  
STANDARD TROLLEY for HOGS and BEEF  
Recommended for adoption March 18th 1924  
by  
THE COMMITTEE ON PRACTICAL RESEARCH



## Progress and Benefits of Institute Plan

### Packers Learn What Has Been Done in Education, Practical and Scientific Research in Recent Months

A complete pattern of the progress which has been accomplished, and of the benefits which have been made available under the Institute Plan, was presented to members of the Institute Plan Commission and representatives of Chicago member companies of the Institute of American Meat Packers at a meeting held in the Chicago offices of the Institute on March 21. Forty men were present to hear the welcoming remarks of Charles E. Herrick, President of the Institute.

Chairmen of the Plan Committees and directors of the bureaus created under the provisions of the plan outlined in full the accomplishments of the past year—and accomplishments so substantial, that, in the words of President Charles E. Herrick, "they will surprise everyone"—and sketched the plans for the work of the next few months. The speakers indicated that a program of unusual value to the packing industry is being developed rapidly. Full reports were made on the work of the Bureaus of Practical Research, Industrial Education (including the Institute of Meat Packing), and Scientific Research.

#### Report by Chairman Wilson.

Thomas E. Wilson, Chairman of the Commission, presided at the meeting. In his opening remarks, Mr. Wilson said.

"This is a meeting of the Institute Plan Commission of the Institute of American Meat Packers, called in order that you may have a first hand report on what has been done by all of the Committees and in order that those here represented, including packers of Chicago, may see how to take maximum advantage of what has been and will be made available.

"Approximately three hundred men engaged in the packing industry have taken training courses in the Institute of Meat Packing. One great university and one institution noted for its success with industrial problems, already are working on our scientific problems. Some of the best operating men in the industry are ascer-

taining, recording, and improving good practice on behalf of all of us. These results, which I summarized fully in a printed report on February 20, have been accomplished as consequences of the Institute Plan. They have been accomplished under the regular structure of the Institute and under the administration of its President, Mr. Charles E. Herrick; for as fast as work projected by the Plan has been organized, it has been made a part of the usual administrative organization, under the general jurisdiction of the President of the Institute.

"The detailed execution of the purposes of the Institute Plan Commission has been carried on by its Executive Secretary, Mr. W. W. Woods, under the direction of the Chairman of the Commission.

"The Plan itself has created wide interest in and out of the industry. More important than the favorable comment, however, is the fact that at this early date, the Plan has begun to yield measurable results."

Charles E. Herrick, President of the Institute, spoke next. He emphasized the purpose of the meeting in a short statement.

"We have heard of the work which has been done under the Institute Plan from time to time," he said, "and we wish today to piece the fragments together and view the whole pattern. I am sure that the progress will surprise everyone. Much more has been accomplished in one year than we had ever dreamed of starting."

#### Work of Practical Research.

R. F. Eagle, Chairman of the Committee on Practical Research outlined the progress which the Committee and the Bureau of Practical Research have made in the last year. "Fifteen times during the last year, the Committee on Practical Research has met to discuss its work and make plans for attacking the practical problems of the industry," Mr. Eagle stated. "We have divided our work into two parts; the establishment of practical service, and the collection of educational data for the archives of the Institute and for use as instructional material in the Institute of Meat Packing.

"We have worked in close co-operation with the other bureaus of the Institute,

and have received perfect co-operation in return. We have endeavored to keep the President of the Institute posted on our plans and activities at all times.

"We feel that we have already made substantial progress in the program to offer practical service to the membership. The secretary of the committee, John P. Harris, who is also Director of the Bureau, has answered hundreds of inquiries on practical subjects. Requests have been received for information on many topics, such as slicing machines, hog scrapers, odors, moldy hams, etc. The committee has also conducted a bulletin service covering subjects on which we had had inquiries from member companies. Hundreds of letters of approval seem to indicate that this service has been worthwhile and appreciated."

Mr. Eagle reviewed the plan of the prize contest recently announced by the President of the Institute by men connected with member companies, for the contribution of ideas for improving the industry, and these men discussed standardization of equipment.

#### Standardization of Equipment.

"We hope ultimately to bring about complete standardization of packinghouse equipment and machinery," he stated. "The first step has been the adoption of a standard hog trolley. Other work will follow as time permits. It will undoubtedly take a long time to bring about complete standardization, but the committee feels that it should bend every effort to bring it about."

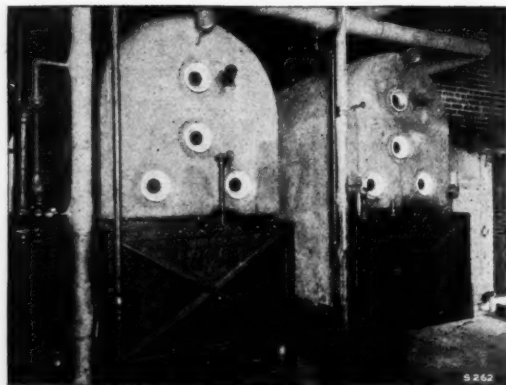
Mr. Eagle also read excerpts from a government bulletin on standardization issued by the United States Chamber of Commerce to show the enormous savings which have been effected in other industries where the prospects, when the project was first discussed, seemed much less favorable than in the case of the packing industry. He cited the case of the plumbing industry in its attempt to standardize and reduce the number of brass traps. Although there were 1114 different traps catalogued, the committee at work finally decided on 76 different sizes and gauges.

"These examples will give you some idea of what can be done when the problem is attacked," he said. "We hope some day to go further and effect standardization of supplies as well as equipment."

"As for the collection of data and educational material," said Mr. Eagle at another point, "I can say that we have already prepared a volume on Pork operating topics as sweet pickle curing, dry

(Continued on page 48.)

## American Packing Co. Profit By Swenson Installations Why Not You?



Swenson installations meet every evaporating requirement of the packing house and fertilizer plant. Our more than 30 years experience enables us to render you a real service in solving special problems. Our evaporator laboratory, at Ann Arbor, Michigan, is available for development and testing on a commercial scale. Whiting Corporation's complete manufacturing facilities are back of Swenson products. Submit your evaporator problem to Swenson. Bulletin E-122 on request.

Our Experiment Station at Ann Arbor is equipped to make tests, on a commercial scale (under the direction of Prof. W. L. Badger) on problems involving evaporation, crystallization, heat transfer, etc., at a moderate charge.

**SWENSON EVAPORATOR CO.**

(Subsidiary of Whiting Corporation)

HARVEY, ILL.

(Chicago Suburb)

**SWENSON**

## THE NATIONAL PROVISIONER

Chicago and New York

Official Organ Institute of American  
Meat Packers and the American  
Meat Packers' Trade and  
Supply Association

Published Weekly by  
**The National Provisioner, Inc.**

(Incorporated Under the Laws of the State of  
New York)

at the Old Colony Building, Chicago.

Eastern Office, 15 Park Row, New York.

OTTO V. SCHRENK, President.

PAUL I. ALDRICH, Vice-President.

HUBERT CILLIS, Secretary and Treasurer.

PAUL I. ALDRICH, Editor and Manager.

### GENERAL OFFICES.

Old Colony Building, Chicago  
Telephones Wabash 0742, 0743, 3751.  
Cable Address "Sampan," Chicago.

### EASTERN OFFICES.

15 Park Row, New York.  
Telephone Barclay 6770.

Correspondence on all subjects of practical  
interest to our readers is cordially invited.

Money due THE NATIONAL PROVISIONER should  
be paid to the New York office.

Subscribers should notify us by letter be-  
fore their subscriptions expire as to whether  
they wish to continue for another year, as  
we cannot recognize any notice to discon-  
tinue except by letter.

### TERMS OF SUBSCRIPTION INVARIABLY IN ADVANCE, POSTAGE PREPAID.

United States .....	\$3.00
Canada .....	4.00
All Foreign Countries in the Postal Union, per year .....	5.00
Single or Extra Copies, each .....	.10
Back Numbers, each .....	.25

### NOTICE TO FOREIGN SUBSCRIBERS.

Subscribers to THE NATIONAL PROVISIONER  
in foreign countries should remember that remi-  
tances for subscriptions must take account of the  
difference in exchange, and must in every case rep-  
resent \$5.00 in United States money. Compliance with  
this requirement will save unnecessary correspond-  
ence.

### INSTITUTE OF AMERICAN MEAT PACKERS.

President—Chas. E. Herrick, Brennan Packing  
Company, Chicago, Illinois.  
Vice Presidents—W. W. Woods, Institute of  
American Meat Packers, Chicago; E. O. Merritt,  
Indianapolis Abattoir Co., Indianapolis, Ind.; J. C.  
Dold, Jacob Dold Packing Company, Buffalo, N. Y.;  
J. J. Felin, John J. Felin & Company, Inc., Phila-  
delphia, Pa.  
Treasurer—John T. Agar, William Davies Co., Inc.,  
Chicago.

Chairman of Institute Plan Commission—Thos. E.  
Wilson, Wilson & Company, Chicago.  
Central Administrative Committee—Chas. E. Her-  
rick, Brennan Packing Company, Chicago; Thos. E.  
Decker, For three years; J. E. Decker, Jacob E.  
Decker & Sons, Mason City, Ia.; F. S. Snyder,  
Batchelder & Snyder, Boston, Mass.; R. T. Keefe,  
Henneberry & Company, Arkansas City, Kan.; Fred  
Guggenheim, Guggenheim Bros., Chicago, Ill.; Myron  
McMillan, J. T. McMillan Company, Inc., St. Paul,  
Minn. For two years; J. Ogden Armour, Armour  
& Company, Chicago; J. A. Hawkison, Allied Pack-  
ers, Inc., Chicago; Thos. E. Wilson, Wilson &  
Company, Chicago; T. Davis Hill, Corkran-Hill &  
Co., Baltimore, Md.; T. P. Breslin, Standard Pack-  
ing Company, Inc., Los Angeles, Cal. For one year:  
Edward A. Cudahy, Jr., Cudahy Packing Company,  
Chicago; G. F. Swift, Jr., Swift & Company, Chicago;  
Oscar G. Mayer, Oscar Mayer & Co., Chicago; W. H.  
White, Jr., White Provision Company, Atlanta, Ga.;  
J. A. Wiederstein, John Hoffman's Sons Company,  
Cincinnati, O.

### AMERICAN MEAT PACKERS TRADE AND SUPPLY ASSOCIATION.

Vice-President—H. L. Harris, Pacific Coast Borax  
Co., New York City.  
Board of Governors—H. L. Harris, Pacific Coast  
Borax Co., New York; J. J. Dupps, Cincinnati  
Butchers' Supply Co.; C. H. Hanson, Thomson-  
Taylor Co., Chicago; W. F. Brunner, Paterson  
Parchment Paper Co., Passaic, N. J.; W. J. Mullaly,  
American Can Co., Chicago; Samuel Stretch, Van  
Loan & Co., New York; Chas. V. Brecht, The  
Brecht Co., St. Louis, Mo.; W. E. Robson, Heekin  
Can Co., Cincinnati, O.; H. C. Gardner, Gardner &  
Lindberg, Chicago; Walter J. Richter, W. J. Richter  
& Co., Chicago.

## This Sounds Like Russia

One of the so-called farmer relief bills  
now pending before Congress, known as  
the McNary-Haugen bill, would work a  
grave injury to the packing industry if  
enacted and enforced.

Opposition to it has been registered by  
the Institute of American Meat Packers,  
because under the provisions of the bill  
the government would be empowered to  
enter the packing field, buy livestock, ac-  
quire plants to process it, sell the finished  
product, and in other ways compete with  
private companies.

The aim of the bill is for a government  
corporation to purchase and export agri-  
cultural products not needed for domestic  
consumption, including livestock, thus  
presumably holding the price of the prod-  
uct in this country at a level profitable  
to the producer.

The product marketed abroad would be  
sold at whatever price could be obtained  
for it. The import into this country of  
similar agricultural products would be  
made prohibitive by a tariff wall.

Two hundred million dollars of taxpay-  
ers' money would be used to support this  
government corporation, a like amount of  
borrowed capital would be used, and the  
farmers themselves would be called upon  
to accept a questionable form of deferred  
payment on part of their production.

The past year has been a tribute to the  
service of the American packer to the  
American livestock producer. The indus-  
try has found a market abroad for the sur-  
plus pork production at a fair price, thus  
stabilizing the domestic market, not only  
for pork, but for beef and lamb as well.

Many times packers have shipped their  
surpluses on consignment, eventually se-  
curing for the product abroad less than  
the domestic market level. But this ac-  
tion relieved the home market, and bal-  
anced the price level for both producer  
and consumer.

And to perform this service, packers  
have not required a government subsidy.  
They have merely exercised business judg-  
ment, utilizing the foreign markets they  
had already spent millions establishing.

Competition within the industry in this  
country and with meat packers abroad is  
always active, thus holding the proper  
level in the industry. Why should this  
service be duplicated by a government  
corporation at great expense to the public  
treasury?

The McNary-Haugen bill is a mistaken  
panacea for the farmer and a menace to  
the American packing industry. Packers  
and livestock producers can well join  
hands in opposing it.

## Better Beef—Better Trade

The question is frequently asked, "Why  
is the beef business so often in the dol-  
drums, and the profit margin such an un-  
certain quantity?" One of the several an-  
swers to this query is this: Lack of qual-  
ity in the beef offered the consuming pub-  
lic.

With the increase in dairying in the  
United States, there has been a relative in-  
crease in low grade beef supplied by the  
worn-out dairy cow.

In many sections where the local butch-  
er does his own slaughtering from ani-  
mals secured nearby, nothing but cow beef  
is available. People who have consumed  
no other kind really do not know the de-  
licious flavor of the beef which is bred, fed  
and marketed for the sole purpose of sup-  
plying a high-grade product.

This lack of knowledge is not confined  
to rural districts, but in the large cities  
many housewives are entirely ignorant of  
the difference between good beef and com-  
mon beef. To them beef is beef, and  
the less fat it contains the more desirable  
it is. They do not know that to have a  
delicious, tasty beef, it must be of a bright  
red color and well mottled with fat; and  
that such beef is supplied only by high-  
grade, well-finished cattle of the beef  
breeds.

One of the surest ways to increase the  
beef business is to educate the housewife  
to quality in beef. When she is familiar  
with the deliciousness accompanying a  
prime roast or steak, and compares this  
with the relative tastelessness of common  
beef, there will be little difficulty in con-  
vincing her of the economy of purchas-  
ing the former, even at a much higher  
price. Such beef creates a desire for more,  
and brings home to the consumer the full  
significance of a popular physician's re-  
mark that "a steak a day will keep ane-  
mia away."

Education of this kind will bring results,  
not only to the retailer, but to the beef  
cattle producer as well. A growing and  
better-priced demand for prime and good  
cattle will become evident, and there will  
be more incentive to put grass cattle  
through the feedlots.

Then strictly prime beef will not be the  
seasonal product it is today. There will  
be sufficiently satisfactory returns to the  
producer for him to make cattle feeding  
a year-round business, and plan his op-  
erations accordingly. This demand for real-  
ly good beef will gradually crowd low-  
grade steers and the animal by-products  
of the dairy business into the cheapest  
channels, where they belong.

# PRACTICAL POINTS FOR THE TRADE

(Contents of THE NATIONAL PROVISIONER are copyrighted and matter on these pages may not be reprinted except by permission.)

## Trouble With Sausage Meats

Many sausage-makers have trouble of various kinds with their sausage meats, and the result is a product that doesn't look right, or doesn't taste right.

In many cases the reason is that the sausage materials are not handled properly. Nothing spoils so quickly as sausage meats, and there are many things to know about handling and curing them.

You can't handle sausage meats like coal or sand, or even like potatoes or turnips—and expect to have good product.

Here is a typical question from an Eastern sausage-maker who ships in his pork trimmings:

Editor The National Provisioner:

As I am having a little trouble in curing my pork trimmings, probably you can make some suggestion that will overcome same.

I get some Western regular trimmings which run about 50 per cent fat and lean. I mix with salt and saltpetre on same pack in tierces and let stand in cooler, but occasionally I have some on hand ten days to two weeks.

In working up in frankfurts the finished product has kind of a lard or oily taste. I notice the fatter the trimmings are the stronger the taste is. I have put some away and made a mild pickle to cover, which seems to help, but I would rather dry salt them.

Can you suggest what makes the fat on these trimmings get this taste? I wish my frankfurts to have a real meat flavor, but the oily smell and taste the pork trimmings take on in cure makes them very unappetizing.

I forgot to state that I chop my meat in silent cutter, using water. Do you think by using ice instead it would improve same?

It is noted the inquirer purchases Western regular pork trimmings which run about 50% fat and 50% lean, mixes with salt and saltpetre on same pack in tierces, and lets stand in cooler, but occasionally has some cured product on hand from ten days to two weeks.

In order to answer fully the inquirer should give the amount of salt and saltpetre used to each one hundred pounds of trimmings. Also whether pork trimmings are cured in open or closed receptacles.

The inquirer further states in working up cured pork trimmings into frankfurts, the product has kind of a lard and oily taste. From his observations, the fatter the trimmings, the stronger the taste is. He also states he has put some in cure and made a mild pickle to cover which seems to help, but would rather use dry salt.

**Handling Shipped Trimmings**—To begin with, trimmings shipped from a distance naturally do not compare with strictly fresh trimmings. As soon as received, empty out of barrel they are shipped in, and spread on a bench in cooler over night to allow gases and odors to escape. However, if the trimmings are slightly out of condition, and are a little slimy, it is then advisable to wash them off with full strength (100 degree) pickle. Then put them on a table, preferably with a perforated top, to drain over night in cooler temperatures.

**Use Trimmings Promptly**—The oily flavor mentioned by the inquirer indicates rancidity, as it is natural for the fat to become rancid, unless properly handled, in a short space of time. On the other hand, even though they are handled properly, the fat will have a tendency to become strong with age, meaning the product must be used at cured age to eliminate difficulties of this kind and obtain the very best results.

The explanation on rancidity given here will answer the inquirer's question as to what makes the fat on these trimmings get this taste.

**Ice Should be Used**—The inquirer again states that he chops meat in silent cutter, using water, and would like to know our views in regard to using crushed ice instead of water.

We most emphatically state, discontinue the use of water, and use crushed ice exclusively. Crushed ice, if used in proper quantities, will prevent the meat from heating in the machine, where water often fails to accomplish this important feature.

**Curing Sausage Materials**—The following is a curing formula for sausage meat, but the inquirer should remember to act upon suggestions given; when meat is received remove it from barrels promptly, spreading in the cooler, or washing with pickle before using. The formula:

360 lbs. fresh meat  
10 lbs. salt  
2 lbs. granulated sugar  
12 oz. saltpetre or nitrate of soda  
2 gals. No. 2 ham pickle (50 degree strength)

If for any reason No. 2 ham pickle is not available, then the inquirer may make fresh sweet pickle of 50 degree strength.

**Grinding and Mixing**—When trimmings are ready for cure, grind them through the one-inch plate of hashing machine. Weigh off 360 lbs. of ground meat and put in mixing machine, adding the above dry-curing ingredients as specified. Mix for about three minutes.

## Mould in Sausage

Do you have trouble with the color of your sausage?

Does it show green rings or gray spots?

Mould IN sausage is caused by poor materials or careless handling. Mould ON sausage is a surface condition and can be prevented by proper handling.

Write to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, for directions for preventing mould in sausage. Send a 2-cent stamp for the reprint on "Discoloration in Sausage."

If the inquirer has no mixing machine, then place the trimmings on a table or bench with a tight top, and sprinkle the dry curing ingredients over the meats. Use a clean sanitary meat shovel and keep turning the trimmings over constantly, until the curing ingredients are evenly distributed in the meats.

**Packing for Cure**—In either case, after the dry-curing ingredients have been properly mixed with the meats, pack in a clean sanitary open tierce, put in a cooler of 36 to 40° temperature, and add two gallons of 50 degree strength curing pickle by pouring over the top of the meat, allowing pickle to work its way down through the meats.

The trimmings will cure in five days in open tierces handled in this manner.

If the trimmings are not used when they reach cured age of five days, then the tierce should be headed up, making an air-tight package, which will have a tendency to check the cure.

But if for any reason the trimmings are not to be used when they are twelve days old in closed tierces, then transfer to a low temperature of 28° or lower.

It is not advisable to use cured trimmings until they are fully cured. On the other hand, it is highly important that the meat be used at cured age. When the meat has reached cured age it begins to deteriorate, and will continue to do so unless the necessary precaution is used, as described.

## BEEF AND HOG TROLLEY.

(Continued from page 27.)

ley will prove entirely satisfactory under all normal packinghouse conditions."

### Packers Favor Standardization.

Mr. Herrick pointed out that, in response to a general letter dated January 15, one hundred and fifteen member companies of the Institute stated that they favored standardization, and would be glad to co-operate to put it in force, and that there was not one single, dissenting reply.

Members of the Committee on Practical Research, the Committee by which the trolley was recommended, are: R. F. Eagle, chairman; M. D. Harding, vice-chairman; Arthur W. Cushman, R. H. Trotter, R. E. Yocum, George Voltz, W. H. Allerdice, John Robertson, Geo. M. Foster, W. B. Farris, F. J. Gardner, Donald Mackenzie, J. H. Agnew, S. C. Frazee. J. P. Harris, Director of the Bureau of Practical Research, is Secretary of the Committee.

### FRESH PORK FOR HOLLAND.

Under a recent decree of the Netherlands Government, says the U. S. Bureau of Animal Industry, meat and meat food products other than "fresh pork" may be shipped from the United States to the Netherlands under regular export stamps and certificates. "Fresh pork" will also be acceptable when refrigerated, marked and certified to as provided for in Service and Regulatory Announcements of September, 1923, under the caption "Fresh Pork for the Netherlands."



## Making Bologna Sausage

Requests for full information concerning the manufacture of a standard grade of bologna sausage have come to THE NATIONAL PROVISIONER in such numbers that the formula and directions printed on this page some time ago are here repeated.

The following is a standard formula for bologna without cereal:

### "Bologna Style Sausage."

#### Meats:

- 65 lb. bologna beef.
- 30 lb. sweet pickle meats, lean.
- 20 lb. tripe, cooked.
- 35 lb. fat pork trimmings.

#### 150 lbs.

#### Spices:

- 45 oz. salt.
- 3 oz. saltpetre.
- 15 oz. black pepper.
- 9 oz. ground cloves.
- 3 oz. coriander seed.

Following are the methods of handling this formula to make the various sizes of this product:

**Long Bologna.**—Grind bologna beef and cooked tripe through fine plate of hasher, and sweet pickle meats and fat pork trimmings through  $\frac{1}{4}$ -in. plate. Then put bologna beef and tripe in silent cutter and chop for about three minutes. Then add sweet pickle trimmings and chop about one minute additional. Then add 20 lbs. of fat pork trimmings and chop for one minute additional. This makes a total of five minutes chopping time, during which time enough ice water is to be used to keep the meats cool.

Spices may be added in either chopper or mixer.

Then put the chopped meats in the mixer, adding the remaining 15 lbs. of fat pork trimmings, and mix thoroughly for about three minutes. If cereal is used, include it in the meats in the mixing process.

Stuff in beef middles 18 inches long; positively none under 12 inches. Tie with 3-ply silver sail twine, knotting the twine to hang on the smoke sticks.

Smoke at 120° for one hour, or until the sausage is thoroughly dry; then gradually raise to 150° or 155° for 2 hours, or until thoroughly smoked. Cook 30 to 45 min-

utes, depending on size of casings, at a temperature of 160 deg. Fahr.

When cooked spray with cold water for about 8 minutes, or until sausage is well cooled. Hang in natural temperatures, avoiding draught, for 2 to 3 hours, to partially chill. Then put in cooler at 45° to 50° to chill before packing.

**Large Bologna.**—Use same meat and spice formula and handle the same throughout to the stuffing bench.

Stuff in beef bungs, cut 18 inches long, tied at one end with 3-ply silver sail twine, puncturing casings thoroughly to let out the air. Tie with double 3-ply silver sail twine and wrap with No. 36 medium seine twine, using a slip hitch knot about 3 inches apart. Knot the twine to hang on the smoke sticks.

Smoke about 1 hour at 120° to 125° Fahr., or until sausage is thoroughly dry;

16 inches long and tied at one end with 3-ply silver sail twine, leaving one end of the twine long enough to tie the other end of the sausage, forming a ring. Puncture casings thoroughly.

Smoke at 115° to 120° Fahr. for 1 hour, or until sausage is thoroughly dry; then gradually raise to 150° to 155° for 1½ hours, or until thoroughly smoked.

Cook 25 to 30 minutes, according to size of casings, at 165° Fahr.

Spray in cold water for 7 to 8 minutes, or until sausage is well cooled. Then hang in natural temperatures, avoiding draught, for about 2 hours to partially chill. Hang in cooler at 45° to 50° to chill before packing.

**Important Instructions.**—Be sure smoking instructions are followed to the letter. If smoked at too high a temperature the product will show excessive shrinkage. Shrinkage in smoke should not exceed 9 per cent.

See that the casings are stuffed full and firm, as it improves the appearance of the sausage, as well as reducing the casing cost.

If meats are cured ahead, figure salt, sugar and saltpetre accordingly.

### Another Bologna Formula.

The same method of handling may be used for the following formula for making a long, large or round bologna, as shown on page 152 of "The Packers' Encyclopedia":

Meats: 80 lb. beef cheek meat; 50 lb. beef tongue trimmings; 25 lb. tripe; 25 lb. hearts; 20 lb. S. P. pork trimmings; 10 lb. ham fat; 12 lb. flour.

Seasoning: 1 lb. 8 oz. black pepper; 5 oz. coriander; 4 oz. onions; 6 oz. all-spice; 6 lb. salt; 8 oz. sugar; 6 oz. saltpetre.

What pork cuts are cured in dry salt, and how is it done? What is the length of time in cure? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

## Temperatures!

Do you watch them

In the hog scalding vat?

" " rendering kettle?

" " lard tank?

" " ham boiling vat?

" " sausage kitchen?

" " smoke house?

" " meat cooler?

" " tank room?

Or in a dozen other places in your plant?

If you do not, you are losing money every day.

Send a 2-cent stamp to THE NATIONAL PROVISIONER, Old Colony Building, Chicago, for a copy of the first article on "Temperature Control in the Meat Plant," which appeared in the issue of January 26.

then gradually raise to 150° to 155° for 2½ to 3 hours, according to size of casing. If product shows air on coming out of smoke, puncture the casings before cooking.

Cook for 2½ to 3 hours, according to size of casings, at 160 deg. Fahr. When cooked, rinse with hot water to remove grease. Then spray with cold water for 8 to 10 minutes, or until sausage is well cooled. Hang in natural temperatures, avoiding draught, for 2 to 3 hours to partially chill. Then take to cooler to chill before packing.

**Round Bologna.**—Use same meat and spice formula as before, and handle same throughout to the stuffing bench.

Stuff in beef rounds that have been cut

## Get rid of odors

How much money do you spend in a year trying to get rid of the odors in your plant?

Have you been successful? If not, why not try the Henderson-Haggard Chlorine Process, which is installed under Positive Guarantee to eliminate odors.

It is safe, simple, cheap.

**W. J. SPRINGBORN**  
Consulting Sanitary Expert  
15 East 40th St. New York

## Profits from Casings

result from the efficient and economic operation in production and sales.

### My Sales and Service

combination fulfill these needs. Write for details.

**ROY L. NEELY**

Broker of Casings Exclusively  
602 Webster Bldg. Chicago, Ill.  
Cable address "ROLESNELY"



## PUTS MORE PROFIT IN SAUSAGE MAKING

Temperature control that is positive throughout the various cooling stages of sausage making can be accomplished by Baker System Refrigeration at a phenomenal low cost.

With proper temperatures the quality of your product will increase and the demand for your sausage grow larger. This means more profits.

### Every Baker Plant Built to Order.

Your Baker Plant is built to meet the refrigerating problems you have in your place. We invite you to submit your problem to our Board of Engineers for solution. No obligation.

**Baker Ice Machine Co.**  
Omaha, Nebraska.

# Seasonal Trend in Receipts and Prices of Live-Stock at Representative Markets

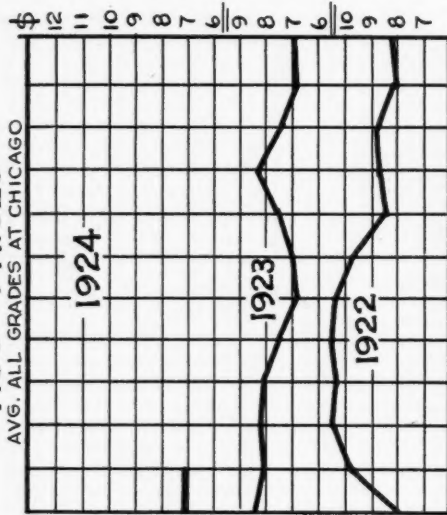
## CATTLE PRICES

NATIVE BEEF STEERS AT CHICAGO



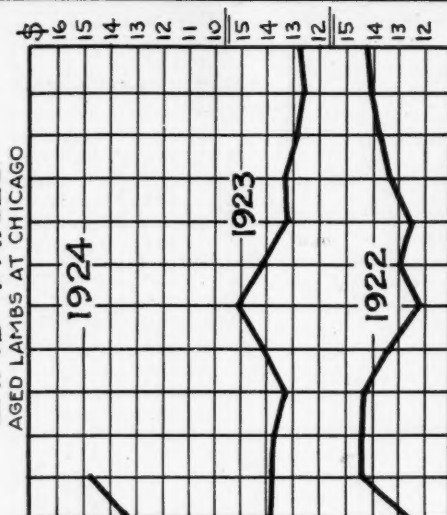
## HOG PRICES

AVG. ALL GRADES AT CHICAGO



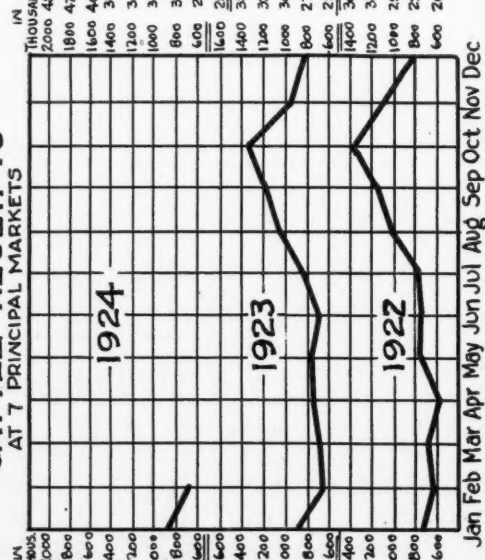
## LAMB PRICES

AGED LAMBS AT CHICAGO



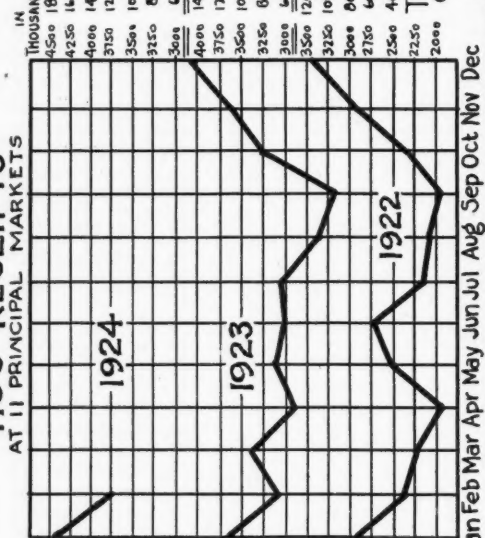
## CATTLE RECEIPTS

AT 7 PRINCIPAL MARKETS



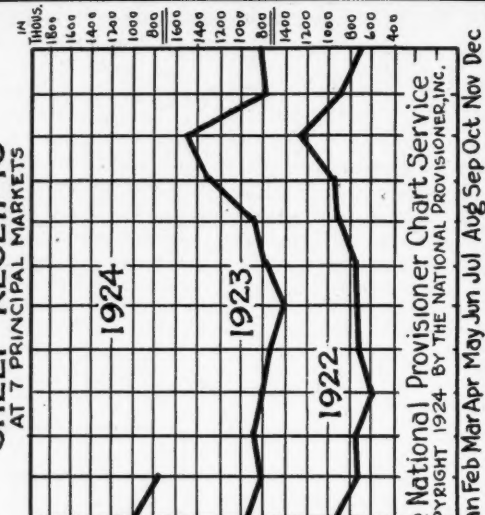
## HOG RECEIPTS

AT 11 PRINCIPAL MARKETS



## SHEEP RECEIPTS

AT 7 PRINCIPAL MARKETS



The National Provisioner Chart Service.  
COPYRIGHT 1924 BY THE NATIONAL PROVISIONER, INC.

The tendency toward lighter receipts of all classes of livestock is evident even in the case of hogs. However, there is little to indicate scarcity in any class, although certain grades, particularly of cattle, show the usual seasonal decline. The prices received for livestock by producers are relatively satisfactory. These prices, during the first two months of 1924 in the case of cattle and hogs, have been steady, and in the case of lambs a decided upward trend is shown, this being the season of fed lamb runs.

## PROVISIONS AND LARD

### WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

#### Markets Barely Steady—Hog Run Remains Large—Stocks Continue Increase Domestic Trade Fairly Good—Export Demand Small—Prospects German Loan.

The market for hog products the past week continued exceptionally quiet with the undertone barely steady and the future markets more or less featureless. A lack of outside interest made it rather difficult for the market to absorb moderate hedging pressure while the continued large run of hogs and limited cash trade was against any broadening in speculative demand. While conditions are undoubtedly against the market with the stocks steadily increasing and with indications that the hog run is to continue large for some time to come, nevertheless there have been no important declines in the market for the past month or so.

The declines have been rather small daily and orderly, and it has taken but little to bring about moderate rallies. The meat outlook is particularly unsatisfactory with the stocks becoming quite burdensome and with the warmer weather rapidly approaching while the lard stocks are not heavy, and there is every possibility that a renewal of foreign demand will be noted shortly. This week the United Kingdom has been making more inquiries and has taken a little lard. Bids in the main have been below a workable basis while the political situation on the Continent has been more or less against trade.

#### Sentiment Mixed.

To say the least, sentiment is mixed. In eastern export quarters claims are made that Canadian lard has begun to back up and is being worked for export at the

detriment of U. S. stocks, but this it is believed will not prove to be a very vital factor. It is also contended that the large shipments last week were mainly consignments but nevertheless the exports from here were heavy and about three quarters of the shipments last week were to German ports.

In eastern banking circles the belief prevailed that the prospects were good for a German loan in the near future and it was said that the prospects were that the Dawes' report will be released within another week or ten days. The German demand has been checked somewhat by a disposition to await the developments over reparations and by the monetary situation there so that it is not out of reason to expect an important revival in German buying with a favorable settlement of the reparations situation or with any plan that will bring about a loan to that country or stabilize its currency.

Another feature which has made for limited trade with Central Europe has been the fact that German farmers have been marketing their grains and hogs more freely, and a fair portion of the domestic requirements which had been held up by low exchanges and uncertain money was partly satisfied the needs.

#### Hog Peak Is Passed.

For several weeks the Department of Agriculture in various reports has been indicating the peak of hog production had been passed and the way the country continues to market hogs, goes a long way towards confirming the Department's contentions. The fact that the corn-hog ratio continues against the hog raiser has and is undoubtedly bringing more hogs to market than would be the case under a normal parity but nevertheless the marketings must be at the expense of the country's total holdings. While this is admitted in all quarters it is contended that it will be some months before its effect will be felt.

In the meantime the lard stocks are not heavy, and it would take but little revival

of foreign trade to reduce the stocks greatly. It is interesting to note that the shipments of lard last week alone were more than sufficient to take care of the live hog arrivals at the various markets. With any letup in the hog run conditions it would appear should turn for the better and as field work will gradually increase from this time forward for the next few months at least some decrease in marketings should take place.

The average weight of hogs received at Chicago last week was 231 lbs. against 230 lbs. the previous week and 238 a year ago. The average price of hogs at Chicago last week was \$7.30 against \$7.40 the previous week, and \$8.25 a year ago. The packing of hogs in the west for the past week was placed at 722,000 against 846,000 the previous week and 850,000 last year; packing for the summer season to date 3,264,000 against 3,406,000 last year.

PORK—The market was dull and steady with mess at New York \$24.75@25.75 family \$27@28, short clears \$26@28. At Chicago mess pork was quotable at \$22.

LARD—Demand rather quiet with a little more export inquiry. At New York prime western was quoted at 11.55@11.65c, middle western 11.45@11.55c, city at 10% @11c, nominal, refined to the continent 11.90c, South American 12 1/4c, Brazil kegs 13 1/4c, compound 12@12 1/4c. At Chicago regular lard in round lots was quoted at March price, leaf lard .85 under and loose lard at .85 under March.

BEEF—The market was rather dull but very steady with mess at New York quoted \$15@16, packet \$16@17, family \$19@22; extra India mess \$30@32; No. 1 canned corn beef \$2.35, No. 2 \$4, sweet pickled tongues \$55@65, nominal.

SEE PAGE 41 FOR LATER MARKETS.

#### LARD AND GREASE EXPORTS.

Exports of lard from New York, March 1 to March 26, were 62,757,944 lbs.; tallow, 784,000 lbs.; greases, 4,816,800 lbs.; and stearine, 105,600.

## Sausage Makers

### are you getting these Extra Profits?

Have you discovered this new and simple way of increasing your profits on Sausage Cookers? It pays big dividends! You can test it 30 days FREE! It is used by America's leading sausage makers. Read what this happy user says: "Your simple device has played a very important part in substantially increasing profits on our sausage cooking processes. Accurate temperatures in cooking sausage are of vital importance to the appearance and good weight of the product. No matter how careful our men were before we installed your device, the temperature

often got too high, spoiled the looks of sausage, and shrinkage reduced its weight; and when the temperature got too low the sausage was under-cooked resulting in a hard, lumpy and unpalatable product. Your automatic temperature controller has turned these losses into EXTRA PROFITS and we believe the saving of Labor alone will quickly pay their cost, to say nothing of the saving of steam used for heating."

Regulator applied to Steam Cabinet is shown here. It is extremely Accurate, easy to install, and needs no compressed air for its operation.

Mail the Coupon. It brings you prices and full particulars of our 30 day FREE trial offer.

#### Partial List of Users

Armour & Co., Cudahy Packing Co., Beech Nut Packing Co., Midwest Box Co., Oscar Mayer, G. H. Hammond Co., Swift & Co., Omaha Packing Co., Hormel Packing Co., John Morrell & Co., Brennan Packing Co., Cincinnati Butchers' Supply Co., Wilson & Co., Allied Packers, Jacob Dold Packing Co., Rath Packing Co., Detroit Packing Co., Airoblast Corp.

Keep the heat right and you keep the money in the meat.



POWERS REGULATOR CO.,  
2725 Greenview Ave., CHICAGO

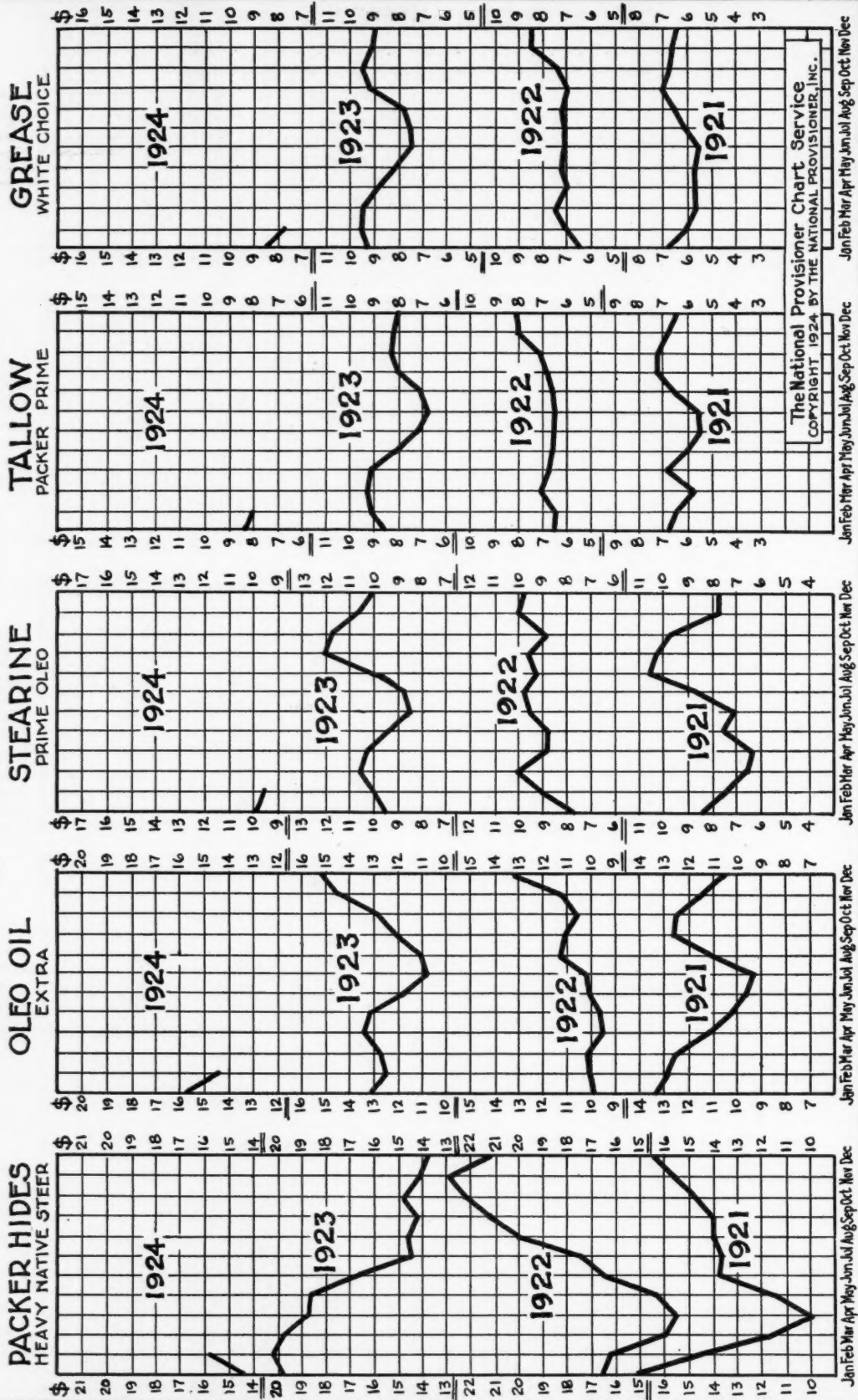
Gentlemen: Without obligation on my part, kindly send me prices and particulars of 30 day free trial offer of your temperature regulator for Sausage Cooking-Boxes and Cabinets.

Name.....

Address.....



# Seasonal Trend in By-Product Prices at Chicago



The above chart shows an unsatisfactory situation in the by-products markets. The upward trend in hides since the first of the year lends encouragement only from the standpoint of direction, as hides tumbled to a low level in the last half of 1923. The lower price of butter coupled with a decline in the foreign demand for oleo oil is responsible for the lower levels in oleo oil and stearine. The tallow and grease markets held to a fairly high level during 1923, but have declined in sympathy with the lard market and in response to the effort of soap makers to buy at a lower figure.

TALLOW, STEARINE, GREASE AND SOAP  
WEEKLY REVIEW

**TALLOW**—The market the past week has been moderately active and weak, gradually declining under increased offerings and liquidation, until extra at New York was off about a half cent compared with a week ago, selling at 7½¢ ex-plant. Consumers were interested only at concessions, and outside tallow appeared to be constantly pressing on the market.

Weakness in competing oils had considerable influence, and at the low point the market was dull and weak. In the west the market was easier, with trading fairly active at Missouri River points. Chicago prime packer tallow was offered down to 7½¢.

At Liverpool the market was inactive and unchanged for the week, with prime quoted at 46s 3d and good mixed at 44s 3d. At the London auction the market was six pence to a shilling lower for the week, with 763 casks offered and 259 sold, mutton tallow being quoted at 47s 6d @ 49s, beef at 45s 6d @ 46s 6d, and good mixed at 45s 6d.

At New York special loose was quoted at 7¼¢@7½¢, extra at 7¼¢@7½¢, and extra at 7½¢@7½¢. At Chicago prime packer was 7½¢, fancy 8¼¢, and edible 8½¢@8¾¢.

**STEARINE**—The market was quiet and very steady with moderate sales at New York at 9¾¢ for oleo, with offerings limited, and demand only fair. At Chicago the market was barely steady at 9¢.

**OLEO OIL**—The market was dull and easier, with extra at New York 12½¢, medium at 11¢, and lower grades at 10¢. At Chicago trade was quiet, with extra quoted at 12¾¢.

SEE PAGE 41 FOR LATER MARKETS.

**LARD OIL**—Demand has been limited to current needs but the market was firm with offerings well held. At New York edible was quoted at 14¼¢, extra No. 1, 11¼¢, No. 1 at 11¼¢, and No. 2, 11¢.

**NEATESFOOT OIL**—The market was dull and unchanged but largely a nominal affair. At New York pure was quoted at 14¾¢ extra at 11½¢ No. 1 at 11¼¢ and cold pressed at 17½¢.

**GREASES**—An easier undertone prevailed in the market for grease owing to the weakness in tallow and oils, but on the decline an improved demand was in evidence especially for the lower grades. Soapers were in the market and this tended to check the declining tendency in the east. In the west trading was very quiet especially on choice white and the market was about steady.

At New York yellow and choice house was quoted around 6½¢, for ordinary material, but better quality could easily get a ¼¢ more. A white was quoted at 7¾¢ and choice white at 8½¢. At Chicago brown was 6¼¢ yellow 6½¢@6¾¢ B. White 7½¢, A. White 7¾¢ and choice white at 7½¢.

CHEMICALS AND SOAP SUPPLIES.  
(Special Letter to The National Provisioner.)

New York, March 26—Latest quotations on chemicals and soapmakers' supplies are as follows:

Seventy-six per cent caustic soda \$3.76 @3.91 per cwt.; 98% powdered Caustic Soda \$4.16@4.56 per cwt.; 58% carbonate of soda \$2.04@2.19 per cwt.

Clarified palm oil in casks of 2,000 lbs. 7¾¢@8¢ lb.; olive oil foots 10¢@10¼¢ lb.; East India cochin cocoanut oil 14¢ lb.; cochin grade cocoanut oil, Domestic 10¾¢@11¢ lb.; Ceylon grade cocoanut oil 9¾¢@10¼¢ lb.

Prime summer yellow cottonseed oil 10¾¢@11¼¢ lb.; soya bean oil 12¼¢@12½¢ lb.; linseed oil 94¢@96¢ gallon; crude corn oil in barrels, 10¾¢ lb.; peanut oil in barrels, New York deodorized 16½¢ lb.; peanut oil in tanks, f.o.b. mills 12¢ lb.

Extra tallow f.o.b. seller's plant 7¾¢ lb.; dynamite glycerine, nominal 16¢ lb.; sap-

onified glycerine, nominal 12¼¢ lb.; crude soap glycerine, nominal 10½¢ lb.; chemically pure glycerine, nominal 16½¢ lb.; prime packers grease, nominal 6½¢@6¾¢ lb.

EASTERN FERTILIZER MARKET.  
(Special Report to The National Provisioner.)

New York, Mar. 26 1924—A few sales of ground tankage were noted in the local market on a basis of \$2.75 and 10¢ for material running about 10/11%. Demand from the feeding buyers was very small.

Unground tankage is being offered at a variance of prices, most sellers being anxious to move their material at best prices obtainable.

Nitrate of soda is in good demand and spot stocks are fairly scarce, with the price holding up in good shape. Buyers look for lower future prices however.

Bonemeal is dropping in price and there is nothing doing in dried blood.

Packinghouse By-Products Markets

Blood.

Chicago, March 27, 1924.

The blood market is quiet. Last sales were made at \$3.25. Material is being offered more freely and bids solicited.

Ground	Unit ammonia.
Crushed and unground	\$3.15@3.25 2.90@3.00

Digester Hog Tankage Materials.

A little activity has developed in this market. Prices have ranged from \$2.25 @ \$2.40 for high grade unground material.

Ground, 10 to 12% ammonia	Unit ammonia.
Unground, 10 to 12% ammonia	\$2.40@2.50 2.00@2.20
Unground, 7 to 9% ammonia	2.10@2.30 1.75@2.00

Fertilizer Tankage Materials.

The fertilizer tankage materials are quiet. The top for unground material is around \$2.75, Atlanta.

High grade, ground, 10-11% ammonia	Unit ammonia.
Lower grade, ground, 6-8% ammonia	\$2.30@2.40 2.00@2.20
Medium to high grade, unground	1.60@1.80
Low grade and country rend., unground	1.25@1.50
Hoof meal	2.25@2.35
Grinding hoofs, pigs' toes, dry	26.00@28.00

Bone Meals.

The bone meals market continues very quiet.

Raw bone meal	Per ton.
Steamed, ground	\$25.00@28.00 18.00@20.00
Steamed, unground	18.00@15.00

Cracklings.

Buyers are practically out of the cracklings market. A little trading has developed at 50¢ shipping point.

Pork, according to grease and quality	Per ton.
Beef, according to grease and quality	\$30.00@40.00 20.00@27.50

Bones, Horns and Hoofs.

There is a good market and a steady demand for bones and horns. Hoofs run about \$30.00 Chicago.

No. 1 horns	\$150.00@200.00
No. 2 horns	85.00@125.00
No. 3 horns	50.00@ 65.00
Culls	25.00@ 28.00
Hoofs, black and striped, unassorted	25.00@ 28.00
Hoofs, white, unassorted	35.00@ 40.00
Round shin bones, unassorted, heavies	60.00@ 65.00
Round shin bones, unassorted, lights	50.00@ 55.00
Flat shin bones, unassorted, heavies	45.00@ 50.00
Flat shin bones, unassorted, lights	35.00@ 40.00
Thigh bones, unassorted, heavies	70.00@ 75.00
Thigh bones, unassorted, lights	60.00@ 65.00

Glue and Gelatin Stock.

Jaws, skulls and knuckles are quoted at \$30.00. Sinews, \$22.00 asked, \$20.00 bid.

Calf stock .....	\$27.00@30.00
Edible pig skin strips .....	60.00@70.00
Rejected manufacturing bones .....	38.00@40.00
Horn piths .....	20.00@22.00
Cattle jaws, skulls and knuckles .....	30.00@32.00
Junk and hotel kitchen bones .....	23.00@25.00
Sinews, pizzles and hide trimmings.....	17.00@19.00

Animal Hair.

The hog hair market continues rather quiet. Recent quotations follow, delivered, Chicago basis:

Field and coll dried, winter, lb.	2½¢@2¾¢
Processed, winter, lb.	6¢@7¢
Dyed, winter	7¼¢@8¢
Cattle switches (110 for 100); each	2¢@2½¢
Horse tails, each	40¢@45¢
Horse mane hair, green, lb.	8½¢@9¢
Unwashed dry horse mane hair, lb.	12½¢@13½¢

Pig Skin Strips.

There is little demand for pig skin strips. Sellers have asked 5¢ per lb., basis Chicago, while buyers are offering around 4¼¢ for No. 1 tanning grades, and a little trading has developed at 3-3½¢ for Nos. 2 and 3.

F. C. ROGERS  
BROKER  
Provisions

Philadelphia Office:  
267 North Front Street  
Trenton, N. J.  
Frost-Richie Building  
State & Warren Streets  
New York Office:  
431 West 14th Street

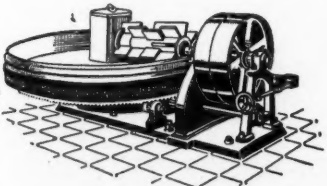
GRASSO'S

"Original Holland" Margarine Machinery

Sold in America only by the

A. H. BARBER-GOODHUE CO.

316 W. Austin Ave. CHICAGO, ILL.



Grasso's New Table Worker

## What's The Matter with Cotton Oil?

### An Attempt to Get at the Actual Causes of the Decline of a Great Industry

#### II—Crude Oil

In a recent issue THE NATIONAL PROVISIONER called attention to conditions in the cottonseed products field, and repeated the question on every lip, "What's the matter with the cotton oil industry?"

Many superficial reasons have been given for the existing situation, but no one has cared to tell the truth in print.

The South is prosperous, but the cotton oil business seems to be "on its last legs." Why?

In the first of a series of articles answering this question (in THE NATIONAL PROVISIONER of March 15) a student of the situation gave "SEED" as the seat of the trouble. The policy of the mills in buying seed was analyzed and criticized, and some serious abuses and mistakes were described.

It is evident that the first step to save the industry is a reform in seed-buying methods.

The second step deals with methods of the mills in handling the crude oil. This is taken up by the same critic as follows:

#### Crude Oil

After the mill has bought its seed and hedged it properly, the hedge automatically becomes a hedge against crude oil as the seed is crushed. If the seed has been bought at a favorable basis, there should be a profit in the crude oil. This being the case, the mills should immediately sell the crude to a refiner, and buy in the hedge in the future oil market, thereby turning the paper profit into cash.

The mill should also dispose of its meal, if possible, and buy in its hedge against the meal, completing its transaction entirely, with the exception of the other products, such as linters and hulls.

#### What the Mills Did.

The mills, however, do not operate as they should. During the past few seasons, after having bought seed ABOVE the future market basis, they were forced to carry it unhedged, and they looked on and hoped the market would advance.

The seed was crushed, waiting for an upturn in future prices or in crude. The mills finally found themselves actually long of crude at prices higher than obtainable, and in many cases they were long of futures also, in an effort to lift prices.

The mills, apparently, had paid too much attention to the unsatisfactory quality of the seed, this crop especially, and the prospects for a smaller cotton crop than obtained. They let their expectations of a very light crush of oil again get the better of their business judgment—so much so that, as stated in the first article on seed, "they were gambling" instead of manufacturing and merchandising.

#### They Lost Their Market.

The result was that the mills lost their market, and the refiner as well. The holding tendency on the part of the mills, with the small carry-over at the end of last season, and a speculative boom in futures toward the end of the last crop, started the crude oil season at a level that did not speak well for normal consumption.

This created a situation which has proved most disastrous for the trade in general. The crude price was so stiff that, unfortunately, it placed the refiners and compounders, particularly the latter, in a position where they could not enter into competition with the chief competitor—lard. As a consequence, consumption of cotton oil was seriously curtailed.

#### Don't Understand "Hedging."

The reason the mills do not hedge their seed and crude in many cases is due to the fact that the technique of hedging operations in the markets is not generally understood. The sooner the mills are taught, or learn, how to use the market for hedging—which is what the future market is for—the better it will be for the industry as a whole.

This particular point cannot be stressed too much by the banking fraternity to their clients, as ignorance of this important phase of the industry has been responsible for much of its undoing.

There is no better argument in the world, as to the value of a hedging market, then to point to the successful operations of one of the three leading remaining factors in the trade, who use the market exclusively as a basis for their operations. Oil mill operators who have studied this situation are good hedgers, and are generally successful.

#### Another Thing to Learn.

The refiner will only bid for crude oil, in most cases, what the future market will permit paying, and the mills either have to take that price or carry the load.

For maintenance of prices, the mills should also be taught that the sooner the seed and crude move, the greater become the possibilities of their going into distribution and consumption. This point, also, is a most vital one.

#### Peculiar Actions of Millers.

The mills' action on crude oil is just as peculiar as are their ideas on seed buying.

Last season, when it was most profitable for the mills to sell crude and buy futures, they did not operate that way to any extent.

This year, when it was unprofitable, with futures selling above the crude oil basis, they sold crude rather freely, and bought the contracts, taking the refiners' hedges of futures against crude sales by the mills, and actually gave the refiner the load to place upon the markets.

If crude oil had been above the future basis, selling of crude and buying of contracts by the mills would have been logical. But as the future market was above the crude basis, the mills either should have held their crude oil, or sold the crude outright, taking their loss and letting the futures alone.

#### Better Judgment in Operating.

The mill, to be profitably worked, must use better judgment in marketing operations.

If the mill wishes to sell its crude and

stay long of the market, this should be done only when there is a logical reason for doing so.

If crude oil can be sold on a basis where it is above a hedging differential, and futures bought, it is good policy most of the time for the mill to do so. There is no interest and carrying charge in holding a future contract, as there are such charges in carrying crude, and only a few hundred dollars margin on contracts is required.

If crude oil is above the future basis, by no means should the crude be sold and futures bought, such as has been the case most of this season. Crude oil, to be above the future market, must sell at less than two hundred points under the price of futures, as refiners will take crude and sell futures at a two-hundred point or more differential.

If the mills would follow this line of operation, and look for FAIR profits and not POSSIBLE LARGE PROFITS, they would be better off, as if worst came to worst, and conditions worked against them, their losses would be small ones, and not enormous ones, as the past few seasons' experience has shown.

EDITOR'S NOTE—The next article will discuss "Hedging."

Readers should understand that comment on these articles is invited. Oil mill men, especially, are urged to send in their views.]

#### VEGETABLE OIL MARKETS.

**COCOANUT OIL**—The market was active and weaker, with soap makers reported to have absorbed about 100 tanks of coast Ceylon, shipment over the balance, if the year at eight cents and at 7½c. Liquidation appeared to be on, with the weakness in tallow and offerings continued rather liberal, while on the decline, consumers' ideas were slightly below those of sellers.

Copra was quiet and 5½c nominal New York, with Pacific coast quoted at 5½c@5¼c. At New York Ceylon in barrels was quoted at 9½c@9¼c, tanks 8½c@8¼c tanks coast 7½c@8c; Cochin, bbls., New York, 10c@10½c; edible bbls. New York 11c@11¼c.

**SOYA BEAN OIL**—Owing to limited supplies, little or nothing was doing and the market was steadily held and quoted at 10.10c, f.o.b. Norfolk, 10½c coast, and 10.35c New York. At New York edible in barrels was 12½c@13c.

**PEANUT OIL**—Scanty supplies continued to make for limited interest. Deodorized, New York, was quoted at 15½c@16c.

**CORN OIL**—The market has been irregular, with trade fair. Sales were reported at 8½c@8¼c, f.o.b. mills, but demand on the whole was limited. At New York crude in barrels was 10c@10½c, refined barrels 12½c@12¾c, in cases \$13.38; tanks Chicago 8½c@8¾c.

**PALM OIL**—Operations have been rather moderate, with consumers showing little interest, owing to weakness in tallow and in coconut oil, and the latter was accountable for the weaker feeling in palm oil. At New York Lagos spot was 7¼c@7½c, shipment 7.85c; Niger spot 6¾c, shipment 6.80c.

**PALM KERNEL OIL**—Market was steady but demand quiet with imported New York 9c@9¼c.

**SESAME OIL**—Demand was slow and the undertone easy, owing to relative cheapness of cottonseed oil. At New York spot sesame was quoted at 11½c, and oil for shipment from abroad at 11c, delivered New York.

**COTTONSEED OIL**—Demand generally quiet, and the market easier, with refined in barrels quoted at 10c@10½c, although deodorized store oil here has sold as low as 9¼c. Crude, southeast and Valley, 8¼c; Texas 8½c@8¾c.



## VEGETABLE OILS

### WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

**Market Irregular—Undertone Firmer—Crude Oil Very Steady—Sentiment Divided—More Disposition to Buy on Breaks—Cash Trade Limited—Crude Firmly Held.**

The market for cottonseed oil futures on the New York Produce Exchange the past week has been rather quiet and irregular, prices sagging off at one time to within a few points of the season's lows, but notwithstanding professional efforts to force the market into new low ground, owing to the weakness in outside markets, it took but little buying and covering to bring about moderate rallies. The market, as a whole, moved within narrow limits, but the undertone was distinctly firmer, and it was evident that the technical position of the market was somewhat stronger.

An absence of liquidation was a noticeable factor this week, and on the declines the market appeared to "go dead," indicating a rather sold out position. On the breaks there was fairly good buying credited to southern interests, especially for Texas account and presumably against crude sales, but outside demand did not follow the bulges, and as a whole the market was more or less in a waiting position. Whether or not cottonseed oil has discounted the bearish elements in the situation is for future developments to display, but there is one thing certain, and

that is that even a weak lard market failed to bring about selling pressure, as it did thirty days ago.

#### Cash Demand Discouraging.

The one distinctly discouraging factor in the market is the cash trade demands. Throughout the week the leading interests reported cash demand for oil and compound as fair to poor. The buying has been so limited that there is prospect that the month of March will show a distribution below that of March last year, whereas it had been hoped that this month would see a consumption above that of the same time last year. While consumers' shelves are bare, practically speaking, throughout the country, the unsatisfactory business conditions of the country continue to make for hand-to-mouth buying of oil, while compound continues to meet serious competition from pure lard. How long this situation is to remain is of course a vital factor, but one must not forget that many times the trade loses its market, because of too extreme pessimism.

The stocks of oil throughout the country are not burdensome, reports to the contrary notwithstanding. The season has progressed far enough so that one does not have to do much figuring to know approximately what the available supplies for the balance of the season are. The visible supply on March 1st was roughly 1,065,000 bbls., while not over 150,000 bbls. will be received in the shape of seed after

March 1st, giving a total supply for the balance of the season of 1,215,000 bbls.

Consumption from March 1st to Aug. 1st last year was 750,000 bbls., so that if consumption from March 1st to Aug. 1st this year is the same, the carry-over would be 465,000 bbls., or only a normal one. If consumption is increased only 10% the rest of the season, which is a moderate expectation, the distribution would be 75,000 bbls. more than for the same time last year, and the carry-over at the end of the season would be only 390,000 bbls., which is not a comfortable carry-over, as was proven at the end of last season, when the carry-over amounted to 364,000 bbls.

#### Situation Reverse of Last Year.

The situation prevailing now is just the reverse of that of a year ago. Consumption the last six months of last season was curtailed by high prices, while at the present time prices are about two cents a pound lower than last year, and are at practically by the low levels of the season. If one looks at it the other way, it could be said that while the visible stocks at present are 93,000 bbls. more than at this time last year, consumers' stocks are unquestionably smaller than a year ago, so that the amount of oil in the country would be no larger than last year, if there were any way of getting at the invisible stocks.

The rampant bearish sentiment that has prevailed with the steady decline of the

# ASPEGREN & CO., INC.

Produce Exchange Building  
NEW YORK CITY  
DISTRIBUTORS



AGENTS  
IN  
PRINCIPAL EASTERN CITIES

SELLING AGENTS FOR

The Portsmouth Cotton Oil Refining Corp., Portsmouth, Va.  
The Gulf & Valley Cotton Oil Co., Ltd., New Orleans, La.  
The International Vegetable Oil Co., Savannah, Ga.

To remove objectionable color and odor from your product

USE



THE PURE CARBON FOR PURE PRODUCTS

The distinctive features are:

Exceptional Purity  
Great Capacity for Absorbing Impurities  
High Decolorizing Activity  
Marked Efficiency for Improving Odor and Flavor  
Remarkable Filtering Properties

Write us for further particulars

INDUSTRIAL CHEMICAL COMPANY

200 FIFTH AVENUE

NEW YORK

past few months has been tempered considerably the past five weeks—so much that commission houses are advising break purchases, whereas heretofore they were advising bulge sales. It is the contention of many that an advance in the market at the present time would bring about a better consumers' buying movement, and unfortunately it is the experience of almost every line of business that consumers will buy on advances, and are afraid to take hold on the declines.

The crude markets have been rather firm, with the south holding strongly. Many interests have been advising the mills to sell their crude and buy future contracts, while others believe it the best policy for mills to hold for the time being, allowing the refiner to work off his refined oil, and forcing the refiner into the market for crude, to keep his plants going. There is no question but what the sooner the refiner gets hold of the crude oil, the more he will push distribution of his refined products, and thereby increase consumption. Increased consumption will bring about higher prices, everything else to the contrary notwithstanding, as no market can ignore supply and demand conditions.

#### Rumors of Crude Buying.

During the week reports have been current that one of the strongest factors in the business had been buying crude on the

breaks, and was interested in round quantities at a price. Other refiners have been buying moderately, and the packers have taken hold of fair quantities. In the southeast the market held at from 8.15 to 8.25c, in the Valley at about the same prices as in the southeast, and in Texas at around 8½c.

The lard market has been exceptionally quiet, with export demand still limited, and with stocks increasing. The hog run continues above expectations, but as increasing farm work approaches, the normal let-up in marketings should follow. Complaints of foot-and-mouth disease have come from the coast, but this does not appear to be of vital importance. Hog slaughtering are letting up somewhat, with the packing in the west for the past week 722,000 against 846,000 the previous week and 850,000 last year; packings for the summer season to date 3,264,000 against 3,406,000 last year.

COTTONSEED OIL—Market transactions:

Thursday, March 20, 1924.

	Range		Closing	
	Sales.	High. Low.	Bid.	Asked.
Spot.			960	a 1000
Mar.			960	a 1000
Apr.			960	a 1000
May.	2700	991 988	985	a 988
June.			1000	a 1015
July.	2900	1032 1021	1025	a 1027
Aug.			1030	a 1035
Sept.	1100	1045 1043	1037	a 1040
Oct.			985	a 990

Total sales, including switches, 7,500 P.  
Crude S. E. 837½-850.

Friday, March 21, 1924.

	Range		Closing	
	Sales.	High. Low.	Bid.	Asked.
Spot.			950	a 980
Mar.			965	a 970
Apr.			960	a 970
May.	2400	982 973	971	a 974
June.			980	a 995
July.	2800	1022 1015	1014	a 1015
Aug.			1020	a 1025
Sept.	600	1035 1027	1028	a 1030
Oct.			970	a 985

Total sales, including switches, 9,800 P.  
Crude S. E. 825 Bid.

Saturday, March 22, 1924.

	Range		Closing	
	Sales.	High. Low.	Bid.	Asked.
Spot.			940	a 975
Mar.			940	a 960
Apr.			940	a 960
May.	1200	970 966	969	a 970
June.			975	a 999
July.			975	a 999
Aug.	1000	1011 1010	1011	a 1012
Sept.			1016	a 1022
Oct.	700	1027 1025	1029	a 1031
Oct.			975	a 995

Total sales, including switches, 2,900 P.  
Crude S. E. 825 Noml.

Monday, March 24, 1924.

	Range		Closing	
	Sales.	High. Low.	Bid.	Asked.
Spot.			945	a 975
Mar.			945	a 970
Apr.			945	a 963
May.	1100	969 955	963	a 969
June.			975	a 995
July.	3800	1010 997	1003	a 1004
Aug.			1008	a 1014
Sept.	2400	1025 1017	1022	a 1023
Oct.			975	a 980

Total sales, including switches, 7,700 P.  
Crude S. E. 812½-825.

Tuesday, March 25, 1924.

	Range		Closing	
	Sales.	High. Low.	Bid.	Asked.
Spot.			940	a 975
Mar.	300	960 960	940	a 970
Apr.			945	a 960
May.	3800	965 958	965	a 967
June.			975	a 1000
July.	6600	1007 997	1005	a 1007
Aug.	200	1018 1013	1013	a 1019
Sept.	1500	1025 1020	1025	a Flat
Oct.	300	975 975	981	a 990

Total sales, including switches, 15,300 P.  
Crude S. E. 815 Sales.

Wednesday, March 26, 1924.

	Range		Closing	
	Sales.	High. Low.	Bid.	Asked.
Spot.			960	a 980
Mar.			960	a 980
Apr.			960	a 980
May.	600	982 975	979	a 981
June.			990	a 1010
July.	1800	1026 1010	1020	a 1022
Aug.	100	1030 1030	1028	a 1030
Sept.	2800	1045 1029	1039	a 1040
Oct.			985	a 1010

Total sales, including switches, 6,900 P.  
Crude S. E. 815-825.

Thursday, March 27, 1924.

	Range		Closing	
	Sales.	High. Low.	Bid.	Asked.
Spot.			960	a 1000
Mar.			960	a 1000
Apr.			960	a 980
May.		988 975	977	a 978
June.			990	a 1010
July.		1027 975	1010	a 1019
Aug.		1079 1037	1020	a 1030
Sept.		1040 1030	1035	a 1036
Oct.			985	a 1005

SEE PAGE 41 FOR LATER MARKETS.

#### SOUTHERN MARKETS

Memphis.

(Special Wire to The National Provisioner.)  
Memphis, Tenn., March 27, 1924.—Few tanks Mississippi crude selling at 8½c. Forty-one per cent protein meal, \$39.00; loose hulls, \$15.00, Memphis.

#### NEW ORLEANS.

(Special Wire to The National Provisioner.)  
New Orleans, La., March 27, 1924.

Prime crude steady at 8½c asked, 8½c bid; offerings extremely light. Seed receipts decreasing; liberal quantities required for replanting. Refined oil steady. Thirty-six per cent meal, \$39.00; 41% meal, \$41.00; 43% meal, \$43.00; loose hulls, \$15.30; sack hulls, \$18.80, delivered New Orleans. Demand for hulls exceeds present offerings.

#### COTTON SEED OIL EXPORTS.

Exports of cottonseed oil from New York March 1 to March 26, none.

#### THE EDWARD FLASH CO.

29 BROADWAY, N. Y. CITY

#### BROKERS EXCLUSIVELY

#### VEGETABLE OILS

In Barrels or Tanks

Hardened Edible Coconut Oil

#### COTTON OIL FUTURES

On the New York Produce Exchange

#### The Procter & Gamble Co.

Refiners of all Grades of

#### COTTONSEED OIL

Puritan, Winter Pressed Salad Oil  
Boreas, Prime Winter Yellow  
Venus, Prime Summer White  
Sterling, Prime Summer Yellow  
White Clover Cooking Oil  
Marigold Cooking Oil  
Jersey Butter Oil

Moonside Coconut Oil  
P&G Special (Hardened) Coconut Oil

IVORYDALE, OHIO

Refineries: PORT IVORY, N. Y.  
KANSAS CITY, KAN.  
MACON, GEORGIA  
JALLAS, TEXAS  
HAMILTON, CANADA

General Offices:  
CINCINNATI, OHIO  
Cable Address: "Procter"

## COTTON OIL SITUATION

An analysis of the cottonseed oil situation for the months of August, September, October, November, December, 1923, and January and February, 1924, with comparisons for last season, based on the federal census reports, taking in the seed, the crude oil and the refined oil statistics, has been prepared by Aspegren & Co., and make a very interesting study. It is as follows:

## MOVEMENT OF COTTONSEED AT CRUDE OIL MILLS

	1923-24.	1922-23.
On hand beginning of season	12,786	13,168
August	159,218	100,470
September	547,624	674,766
October	963,494	971,047
November	674,262	701,862
December	378,518	369,981
January	252,028	202,808
February	146,875	92,029
Total	3,124,805	3,126,131
	Tons received	
1923-24.	1922-23.	
August	52,453	52,245
September	247,845	327,098
October	650,709	576,871
November	611,674	607,388
December	432,823	453,140
January	408,062	464,980
February	338,077	314,684
Total	2,741,043	2,816,404
	Increase or decrease	
1923-24.	1922-23.	
On hand beginning of season	12,786	13,168
August	+106,765	+48,225
September	+299,779	+347,060
October	+311,951	+372,514
November	+52,225	+94,474
December	+55,745	+85,482
January	+161,068	+262,172
February	+191,977	+222,681
	On hand end of month	
1923-24.	1922-23.	
August	119,551	61,393
September	419,330	408,443
October	731,281	780,957
November	794,506	875,431
December	738,761	789,949
January	577,093	527,777
February	385,716	305,090

	1923-24.	1922-23.
*Estimated seed receipts at crude mills season 1923-24	3,372,783	3,244,960
On hand beginning of season	12,786	13,168
Total	3,385,569	3,258,128
Of which is so far crushed	2,741,043	2,816,404
Destroyed at mills	7,451	4,651
Seed on hand	385,716	305,090
Seed still to be received	250,764	131,997

385,716 tons seed on hand at 300 lbs. crude oil per ton is equivalent to 115,714,800 lbs. crude oil, which at 9% refining loss, equals 105,300,468 lbs. refined oil, or 263,251 barrels.

250,764 tons seed still to be received at 300 lbs. crude oil per ton is equivalent to 75,229,200 lbs. crude oil, which at 9% refining loss, equals 68,458,572 lbs. refined oil, or 171,146 barrels.

\*This month we have revised our estimate on basis Government's final ginning report of 10,128,478 bales. We continue to figure 74 per cent to be crushed.

†Actual tons.

## MOVEMENT OF CRUDE OIL AT CRUDE OIL MILLS

	1923-24.	1922-23.
On hand beginning of season	2,900,209	3,475,712
August	14,404,442	14,303,208
September	70,057,576	69,576,545
October	102,534,145	100,780,606
November	181,193,650	184,612,023
December	128,121,983	139,525,004
January	121,147,590	143,943,798
February	100,158,797	100,551,142
Total	810,608,392	863,806,538

	1923-24.	1922-23.
August	13,251,586	12,614,155
September	58,809,128	65,795,898
October	148,763,268	145,982,414
November	137,258,467	168,476,171
December	129,848,519	151,195,590
January	114,914,507	152,697,964
February	103,736,740	100,250,472
Total	703,582,615	797,013,470

	1923-24.	1922-23.
On hand beginning of season	2,900,209	3,475,712
August	+1,212,856	+1,689,053
September	+14,248,448	+30,819,147
October	+43,770,877	+34,798,192
November	+43,935,183	+16,135,852
December	+1,736,656	+11,671,392
January	+6,392,738	+8,754,186
February	+3,547,943	+300,670
	On hand end of month	
1923-24.	1922-23.	
August	4,113,065	5,164,765
September	15,361,513	35,985,912
October	62,132,390	70,782,104
November	106,067,573	86,917,956
December	104,340,937	75,248,564
January	110,573,720	66,492,398
February	107,025,777	66,793,068

## DISTRIBUTION CRUDE OIL HOLDINGS

	Aug. 1, 1923.	Aug. 31, 1923.
At mills	2,900,209	4,113,065
At refineries	1,032,229	673,530
In transit to refineries and consumers	1,170,910	2,644,000
Total	5,103,348	7,430,595
	Sep. 30, 1923.	Oct. 31, 1923.
At mills	18,361,513	62,132,390
At refineries	3,148,615	7,150,449
In transit to refineries and consumers	12,947,080	24,575,260
Total	34,457,208	93,858,099
	Nov. 30, 1923.	Dec. 31, 1923.
At mills	106,067,573	104,340,937
At refineries	9,977,978	10,243,489
In transit to refineries and consumers	23,716,980	26,278,750
Total	139,762,531	140,863,176
	Jan. 31, 1924.	Feb. 29, 1924.
At mills	110,573,720	107,025,777
In transit to refineries and consumers	5,428,981	7,062,424
Total	116,002,701	114,088,201

	1923-24.	1922-23.
At mills	106,067,573	104,340,937
At refineries	9,977,978	10,243,489
In transit to refineries and consumers	23,716,980	26,278,750
Total	139,762,531	140,863,176
	Jan. 31, 1924.	Feb. 29, 1924.
At mills	110,573,720	107,025,777
In transit to refineries and consumers	5,428,981	7,062,424
Total	116,002,701	114,088,201

## CONSUMPTION OF CRUDE OIL AS CRUDE OIL

	December.	January.	February.
At refineries beginning of season	1,032,229	1,032,229	1,032,229
In transit beginning of season	1,170,910	1,170,910	1,170,910
Shipped from crude mills up to last day of month indicated	484,931,068	599,845,875	703,582,615
Total accountable for	487,134,207	602,049,014	705,785,754
Used in refining	433,916,268	557,236,997	658,286,995
Left to account for	53,217,941	44,812,017	47,498,759
Of which on hand at refineries and in transit	36,522,239	25,773,891	21,402,222
Disappearance during season up to last day of month indicated	16,695,702	19,038,126	26,096,537
Of which accountable for by exports of crude oil	12,900,735	15,730,246	17,878,526
Consumed in U. S. A. as crude	3,794,967	3,307,880	8,128,011

During August 52,453 tons seed produced 14,404,442 lbs. crude oil, equivalent to 275.7 lbs. per ton, or 13.8%, compared to 13.7% last year.

During September 247,845 tons seed produced 70,057,576 lbs. crude oil, equivalent to 282.7 lbs. per ton, or 14.1%, compared to 14.8% last year.

During October 650,709 tons seed produced 192,534,145 lbs. crude oil, equivalent to 295.9 lbs. per ton, or 14.3%, compared to 15.1% last year.

During November 611,674 tons seed produced 181,193,650 lbs. crude oil, equivalent to 296.2 lbs. per ton, or 14.8%, compared to 15.2% last year.

During December 432,823 tons seed produced 128,121,983 lbs. crude oil, equivalent to 296.0 lbs. per ton, or 14.5%, compared to 15.4% last year.

During January 408,062 tons seed produced 121,147,590 lbs. crude oil, equivalent to 296.9 lbs. per ton, or 14.8%, compared to 15.5% last year.

During February 338,077 tons seed produced 100,158,797 lbs. crude oil, equivalent to 296.3 lbs. per ton, or 14.8%, compared to 15.6% last year.

Total—2,741,043 tons seed produced 807,708,183 lbs. crude oil, equivalent to 294.6 lbs. per ton, or 14.7%, compared to 15.3% last year.

## REFINED OIL

	1923-24.	1922-23.
On hand beginning of season	138,112,489	163,851,360
August	11,797,524	10,642,725
September	40,385,188	39,729,266
October	122,016,977	125,559,446
November	114,028,994	143,092,615
December	107,854,568	129,740,235
January	110,347,051	147,478,939
February	90,266,409	104,657,671
Total	734,809,198	864,781,711
	Delivered consumers	
1923-24.	1922-23.	
August	81,153,066	67,657,075
September	67,590,203	91,708,896
October	92,991,015	123,555,754
November	87,464,855	105,230,838
December	58,063,999	77,370,561
January	81,379,919	97,078,689
February	61,118,189	74,720,432
Total	529,731,246	637,316,245
	On hand—	
1923-24.	1922-23.	
On hand beginning of season	138,112,489	163,851,360
August	+69,355,542	+57,008,350
September	+27,175,015	+51,979,630
October	+29,025,962	+2,633,692
November	+26,564,139	+3,861,777
December	+40,790,567	+32,369,674
January	+28,967,132	+50,399,704
February	+29,148,220	+29,937,239
	On hand end of month	
1923-24.	1922-23.	
August	207,468,031	220,859,710
September	274,643,246	275,829,006
October	306,668,261	278,388,698
November	325,693,223	282,259,372
December	376,457,860	314,629,046
January	407,624,991	367,078,245
February	426,773,211	397,806,046

	1923-24.	1922-23.
On hand beginning of season	138,112,489	163,851,360
August	+69,355,542	+57,008,350
September	+27,175,015	+51,979,630
October	+29,025,962	+2,633,692
November	+26,564,139	+3,861,777
December	+40,790,567	+32,369,674
January	+28,967,132	+50,399,704
February	+29,148,220	+29,937,239
	On hand end of month	
1923-24.	1922-23.	
August	207,468,031	220,859,710
September	274,643,246	275,829,006
October	306,668,261	278,388,698
November	325,693,223	282,259,372
December	376,457,860	314,629,046
January	407,624,991	367,078,245
February	426,773,211	397,806,046

During August 12,812,759 lbs. crude oil yielded 11,797,524 lbs. refined oil—7.92% loss compared to 10.31% loss last year.

During September 43,776,984 lbs. crude oil yielded 40,385,188 lbs. refined oil—7.75% loss compared to 9.68% loss last year.

During October 133,397,717 lbs. crude oil yielded 122,016,977 lbs. refined oil—8.33% loss compared to 7.01% loss last year.

During November 125,494,437 lbs. crude oil yielded 114,028,994 lbs. refined oil—8.14% loss compared to 6.58% loss last year.

During December 118,434,339 lbs. crude oil yielded 107,854,568 lbs. refined oil—8.93% loss compared to 7.02% loss last year.

During January 123,320,731 lbs. crude oil yielded 110,347,051 lbs. refined oil—10.52% loss compared to 7.05% loss last year.

During February 101,049,998 lbs. crude oil yielded 90,266,409 lbs. refined oil—10.67% loss compared to 8.01% loss last year.

Total—658,286,995 lbs. crude oil yielded 596,696,709 lbs. refined oil—9.35% loss compared to 7.29% loss last year.

## DISTRIBUTION REFINED OIL HOLDINGS

	Aug. 1, 1923.	Aug. 31, 1923.
At refineries	125,543,498	60,096,969
At other places	3,783,784	3,376,270
In transit from refineries	8,670,531	5,283,708
Total	137,997,813	68,756,947
	Sep. 30, 1923.	Oct. 31, 1923.
At refineries	35,128,793	57,352,937
At other places	2,201,098	7,070,728
In transit from refineries	4,252,041	6,185,129
Total	41,581,932	70,608,894
	Nov. 30, 1923.	Dec. 31, 1923.
At refineries	86,598,169	133,687,108
At other places	6,820,437	9,135,732
In transit from refineries	6,185,129	4,139,760
Total	99,603,735	146,962,600
	Jan. 31, 1924.	Feb. 29, 1924.
At refineries	157,717,802	183,063,783
At other places	8,974,655	8,757,657
In transit from refineries	9,237,275	3,256,512
Total	175,929,732	195,077,952

## AVERAGE REFINING LOSS.

During August 12,812,759 lbs. crude oil yielded 11,797,524 lbs. refined oil—7.92% loss compared to 10.31% loss last year.

During September 43,776,984 lbs. crude oil yielded 40,385,188 lbs. refined oil—7.75% loss compared to 9.68% loss last year.

During October 133,397,717 lbs. crude oil yielded 122,016,977 lbs. refined oil—8.33% loss compared to 7.01% loss last year.

During November 125,494,437 lbs. crude oil yielded 114,028,994 lbs. refined oil—8.14% loss compared to 6.58% loss last year.

During December 118,434,339 lbs. crude oil yielded 107,854,568 lbs. refined oil—8.93% loss compared to 7.02% loss last year.

During January 123,320,731 lbs. crude oil yielded 110,347,051 lbs. refined oil—10.52% loss compared to 7.05% loss last year.

During February 101,049,998 lbs. crude oil yielded 90,266,409 lbs. refined oil—10.67% loss compared to 8.01% loss last year.

Total—658,286,995 lbs. crude oil yielded 596,696,709 lbs. refined oil—9.35% loss compared to 7.29% loss last year.

## SHIPMENTS OF REFINED OIL

	—Export pounds	
	1923-24.	1922-23.
August	1,306,927	1,679,285
September	1,028,332	3,531,357
October	1,260,337	3,252,926
November	1,481,990	9,345,681
December	1,425,316	5,764,885
January	1,395,977	3,529,909
February	1,089,563	2,491,179
Total	8,988,442	29,415,782
	—Domestic pounds	
August	79,846,139	65,971,810
September	66,531,871	88,177,539
October	91,730,678	120,302,828
November	85,982,865	96,004,577
December	96,038,670	96,005,670
January	79,983,942	93,548,780
February	60,028,626	72,229,253



## *An Epoch in Our History*

### *1914-1924*



IT IS with a profound sense of appreciation that we announce the tenth anniversary of our organization. We pride ourselves not so much upon what material progress has been made, as upon the cherished relationships that have been established during this eventful period. In sincere gratitude to our many friends who have made this milestone a possibility, we now dedicate ourselves to that ideal of industrial perfection which will make us worthy of their continued approval and support.

OPPENHEIMER CASING CO.

*Harry D. Oppenheimer*  
PRESIDENT

CHICAGO NEW YORK TORONTO BUENOS AIRES LONDON WELLINGTON HAMBURG  
*Factories and Agencies Throughout the World*

# THE WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS

### Provisions.

Hog products dull and weak due to lack of support; hedging pressure continued; limited export demand. Hog receipts somewhat lighter than recently. Sentiment mixed; domestic trade fair; showing a disposition to await renewed foreign buying.

### Cottonseed Oil.

Cottonseed oil about steady; trade small and mixed. No pressure on market but weakness in lard checking advances. Cash trade 8½¢ asked; Texas, 8½¢@8¾¢.

Quotations on cotton seed oil at Friday noon, were: May, \$9.75@9.76; June, \$9.90@10.05; July, \$10.17@10.18; August, \$10.25@10.30; September, \$10.34@10.35; October, \$9.80@10.00; November, \$9.60@9.40.

### Tallow.

Tallow, extra, 7½¢ n.

### Oleo Oil and Stearine.

Stearine, 8½¢.

## FRIDAY'S GENERAL MARKETS.

New York, March 28, 1924.—Spot lard at New York, prime western, \$11.50@11.60; middle western, \$11.40@11.50; city steam, \$11.25; refined, continent, \$11.90; South American, \$12.25; Brazil kegs, \$13.25, compound, \$11.75@12.25.

### Liverpool Provision Markets.

Liverpool, March 28, 1924.—(By Cable.)—Quotations today: Shoulders, square, 55s; New York, 56s; shoulders, picnics, 50s; hams, long cut, 76s; hams, American cut, 79s; bacon, Cumberland cut, 63s; bacon, short backs, 74s; bellies, clear, 68s; Wiltshires, 62s; spot lard, 66s.

### Hull Oil Market.

Hull, England, March 28, 1924.—(By Cable.)—Refined cottonseed oil, 45s; crude cottonseed oil, 41s.

## ARGENTINE BEEF EXPORTS.

Cabled reports of Argentine exports of beef this week up to March 28, 1924, show exports from that country were as follows: To England, 179,530 quarters; to the continent 48,735 quarters; to other ports, none.

Exports for the previous week were as follows: To England, 67,044 quarters; to the continent, 107,592 quarters; to other ports, none.

## BRITISH PROVISION MARKET.

(Special Letter to The National Provisioner.)

Liverpool, England, March 15, 1924.

The tone in the bacon trade this week is not so good, the market being steady enough for baled and box meats, but the edge has gone off the demand. Irish and Danish are unchanged with the supplies this week fairly well cleared. American bacon is meeting with a disappointing demand, but with moderate arrivals and firmer c. i. f. cables holders maintain a general steadiness on quotations for all selections, most interest being taken in Wiltshires, Cumberlands, and backs.

Bellies and shoulders find only a limited sale. Hams have shown a little better tone this week, especially for long cuts which are cheap in price, and A. C.'s are also meeting a somewhat improved demand, although stocks of hams available at the moment are more than sufficient for current requirements. Lard is easy in sympathy with the lower c. i. f. rates, and the demand for this article is of a very quiet character.

## TRADE GLEANINGS.

The Southern California Meat Company, San Francisco, Calif., has declared a quarterly dividend of 2 per cent, payable April 15.

The Midland packing plant, Sioux City, Ia., which was recently purchased by Swift & Company, was put into operation last week.

The lint house of the Sweetwater Cotton Oil Co., Sweetwater, Tex., was recently destroyed by fire. The loss was estimated at \$40,000.

The Seguin Cotton Oil Co. has been incorporated in Seguin, Tex., with a capital stock of \$100,000 by Fred Bading, A. R. Maurer and others.

The Lee County Cotton Oil Mill, Giddings, Tex., has been sold to Wm. Bauer and others. The mill will be removed to Robstown, Tex.

The packing plant of Hagey & Son, Columbia, Tenn., which was recently burned, will be rebuilt shortly. Business will be continued without interruption.

The new plant of John Morrell & Company in Los Angeles, Calif., was recently occupied by the western branch. Open house was held on the opening day, so that visitors might make a thorough inspection of the new plant.

## EXPORTS OF HOG PRODUCTS.

Exports of hog products for the week ended March 22, in detail follow.

	Pork. Brls.	Lard. Lbs.	Meats. Lbs.
Liverpool .....	612,000	7,392,000	
London .....	30	1,754,000	2,035,000
Glasgow .....	321,000		670,000
Bristol .....	74,000		412,000
Other English ports .....	1,142,000		583,000
Germany .....	170	11,917,000	1,690,000
Holland .....	50	2,080,000	633,000
France .....	110	63,000	
Other Con. ports .....	110	3,358,000	1,505,000
Elsewhere .....	1,305	180,000	125,000
Total .....	1,655	21,614,000	15,128,000

## Daily Market Service

The DAILY MARKET SERVICE, established to furnish the trade with authentic daily information of market prices and market transactions, is the latest addition to THE NATIONAL PROVISIONER's trade service.

It includes market prices and transactions on provisions, lard, sausage meats, etc., together with daily hog market information, Board of Trade prices, etc. It covers export markets also.

It is mailed each day at the close of trading, and a handsome leather binder is furnished to subscribers for the purpose of filing the daily reports for ready and permanent reference. Subscribers also are entitled to free telegraphic service (messages collect).

Application for this service may be made to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill. The cost is \$1 per week, or \$48 per year, payable in advance.

## FEBRUARY MEAT EXPORTS.

Exports of meat products and their value for February, 1924, compared to the same month last year, are reported as follows by the U. S. Department of Commerce:

	1923.	1924.
Total .....	80,997,920	98,259,120
Value .....	12,506,932	12,800,327
Animal oils and fats .....	106,954,015	121,600,815
Value .....	12,846,778	15,011,032
Beef, fresh .....	385,811	342,504
Value .....	63,801	58,192
Beef, pickled, etc. ....	1,928,746	1,004,653
Value .....	203,930	170,789
Pork, fresh .....	3,771,898	3,831,715
Value .....	529,734	523,327
Wiltshire sides .....		2,041,197
Value .....		202,178
Cumberland sides .....		2,706,577
Value .....		370,375
Hams and shoulders .....	28,192,070	35,295,673
Value .....	4,571,524	5,091,723
Bacon .....	36,295,790	41,004,615
Value .....	5,054,322	4,706,996
Pickled pork .....	3,863,040	3,001,268
Value .....	485,547	353,868
Oleo oil .....	7,527,518	6,907,408
Value .....	893,736	835,947
Lard .....	89,653,311	99,909,976
Value .....	10,814,200	12,591,350
Neutral lard .....	2,480,616	2,486,247
Value .....	313,033	304,928
Lard comp'ds anim'l fats .....	899,569	631,369
Value .....	115,842	84,008
Margarine, animal fats .....	210,066	7,027
Value .....	34,596	15,203
Cottonseed oil .....	6,062,229	3,237,843
Value .....	640,797	331,441
Lard compounds, vegetable fats .....	369,168	896,789
Value .....	51,069	109,859

\* Included in 'Hams and shoulders' prior to Jan. 1, 1924.  
\*\* Included in 'Bacon' prior to Jan. 1, 1924.

## NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending March 22, 1924, with comparisons, as follows:

	Week ending Mar. 22	Previous week.	Cor. week 1923.
Western dressed meats:			
Steers, carcasses .....	6,081	5,858	6,302
Cows, carcasses .....	993	962½	1,044
Bulls, carcasses .....	187	200½	257
Veal, carcasses .....	9,755	10,553	9,212
Hogs and pigs .....	50		1,858
Lamb, carcasses .....	18,995	16,725	23,354
Mutton carcasses .....	5,225	4,082	7,027
Beef, cuts, lbs. ....	180,848	155,637	190,512
Pork, cuts, lbs. ....	1,298,252	1,160,361	1,438,912
Local slaughters:			
Cattle .....	9,814	9,163	28,300
Calves .....	16,411	11,592	9,728
Hogs .....	61,453	62,501	54,150
Sheep .....	39,394	37,741	33,684

## EXPORTS OF PROVISIONS.

Exports of provisions from the Atlantic and Gulf ports for the week ending March 22, with comparisons:

	Week ended Mar. 22, 1924.	Week ended Mar. 24, 1923.	From to Mar. 15, 1924.
United Kingdom .....	28		1,497
Continent .....	330	878	13,946
West Indies .....	1,205	1,002	8,556
Total .....	1,563	1,880	23,999

### BACON AND HAMS, LBS.

	Week ended Mar. 22, 1924.	Week ended Mar. 24, 1923.	From to Mar. 15, 1924.
United Kingdom .....	6,572,250	9,213,000	226,844,505
Continent .....	4,796,000	6,302,000	160,848,025
So. and Cent. Amer. ....			40,000
West Indies .....			124,000
Other countries .....			1,107,590
Total .....	11,368,250	15,516,000	388,969,925

### LARD, LBS.

	Week ended Mar. 22, 1924.	Week ended Mar. 24, 1923.	From to Mar. 15, 1924.
United Kingdom .....	3,092,775	5,414,772	108,907,895
Continent .....	22,152,278	15,188,948	309,807,628
So. and Cent. Amer. ....			1,130,000
West Indies .....	78,000	82,000	1,601,000
Other countries .....			73,172
Total .....	25,323,053	20,684,820	410,519,695

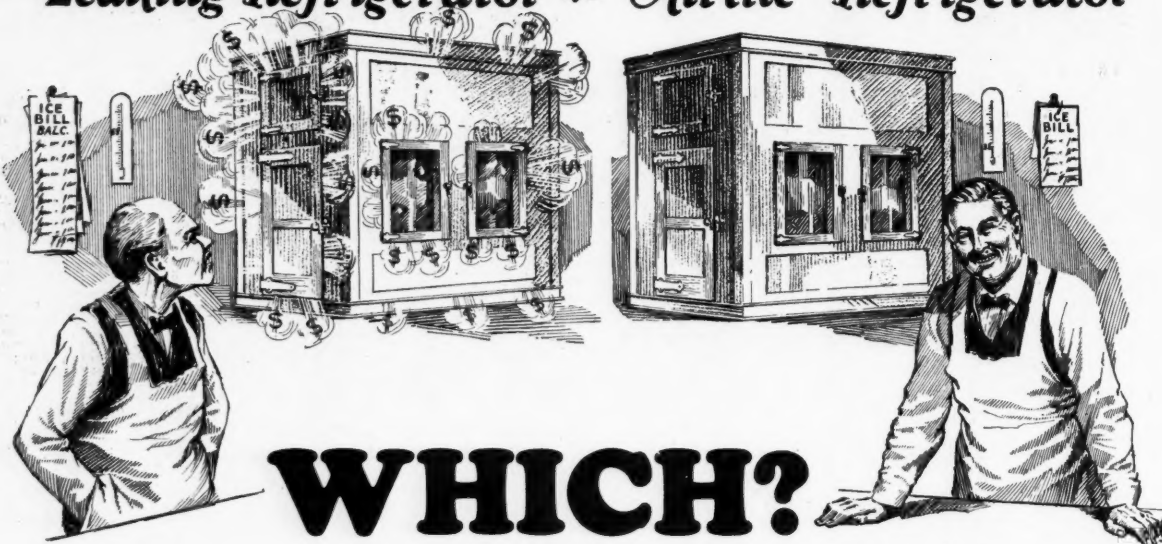
## RECAPITULATION OF THE WEEK'S EXPORTS.

	Pork, lbs.	Bacon and hams, lbs.	Lard, lbs.
From—			
New York .....	358	8,763,250	24,413,053
Portland, Me. ....		564,000	424,000
Baltimore .....			150,000
New Orleans .....	1,205		
St. John, N. F. ....		2,010,000	188,000
Boston .....		31,000	75,000
Total, week .....	1,563	11,368,250	25,323,053
Previous week .....	997	17,572,700	18,091,287
Two weeks ago .....	1,577	14,587,550	18,255,857
Same week year ago .....	1,880	15,516,000	20,684,820

Comparative summary of aggregate exports in lbs., from Nov. 1, 1923, to March 22, 1924.

	1923-1924.	1922-1923.	Increase Decrease
Pork, lbs. ....	4,700,800	4,076,200	176,400
Bacon and			
Hams, lbs. ....	388,969,925	321,731,400	67,238,525
Lard, lbs. ....	410,519,695	372,122,778	38,396,917

## Leaking Refrigerator vs. "Airtite" Refrigerator



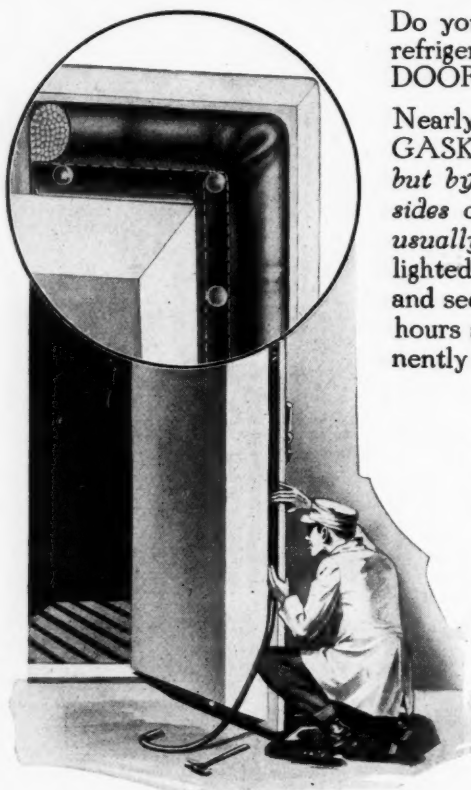
# WHICH?

Do you pay out extra dollars every month for ice, or are your refrigerator doors equipped with Wirfs' "AIRTITE" Cushion DOOR GASKET?

Nearly all old refrigerators and most new ones need this DOOR GASKET. To all appearances your doors may seem to fit tight, but by constant use and the different temperatures on both sides of the doors, the cold air soon finds a way to leak out; usually at the bottom first. To prove this—run your hand or a lighted candle along the sides and bottom of your door and feel and see (by the flickering light) how the cold air flows out—24 hours a day, every day. The "AIRTITE" GASKET permanently stops this cold air leakage.

The "AIRTITE" Cushion DOOR GASKET is a rubberized insulated strip that is waterproof, tough, yet flexible and resilient. It is guaranteed for five years and will last much longer. It pays for itself in a very short time by stopping the cold air leaks, thus greatly reducing the cost of refrigeration.

*Easy to apply — Simply tack on — Turn the corners*



**WIRFS'**  
**"AIRTITE"**  
 CUSHION  
**DOOR GASKET**

Send today for prices and sample card showing the five standardized sizes.



No. O Jumbo



No. 1 Large



No. 2 Medium



No. 1 Small



No. 4 Special

**E. J. WIRFS,** Sole Manufacturer and Patentee **113 South 17th Street, St. Louis, Mo.**



## CURRENT LARD STATISTICS.

Lard produced, consumed and stocks on hand, including both domestic consumption and exports for January and February, 1924, with comparisons, are reported as follows:

LARD PRODUCED, CONSUMED AND STOCKS ON HAND			
(A) (1) PRODUCED			
	1924	1923	
January	227,689,000	181,286,799	
February	188,308,000	158,557,000	
Total	415,997,000	339,843,799	
CONSUMED			
(B) (2) Exports			
	1924	1923	
January	136,153,858	111,157,013	
February	Not available	94,535,927	
Total	Not available	205,692,940	
(C) Domestic			
	1924	1923	
January	86,745,142	62,651,819	
February	Not available	64,185,753	
Total	Not available	126,837,572	
(D) STOCKS HELD END OF MONTH.			
	1924	1923	
On hand beginning of year	49,340,000	48,807,713	
January	54,130,000	56,265,880	
February	68,537,000	59,101,000	
Total	172,807,000	164,174,603	

(A) Includes entire production, both neutral and other edible, by federal inspected plants, and also production, both neutral and other edible, by plants not federally inspected, except a few small ones, but does not include production on the farms.  
(B) Includes both neutral and other edible lard.  
(C) Apparent consumption.  
(D) Includes stocks held in cold storage plants and packing house plants only.

(1) Source: Bureau of Agriculture Economics, Dept. of Agriculture.  
(2) Source: Bureau of Foreign and Domestic Commerce, Dept. of Commerce.

## RECEIPTS OF LIVESTOCK.

The receipts of live stock at seven markets for the weeks mentioned were as follows:

CATTLE			
	Last week.	Prev. week.	Year ago.
Chicago	57,500	54,800	53,700
Kansas City	31,500	30,000	32,000
Omaha	37,500	34,700	28,000
St. Louis	17,300	15,000	15,000
St. Joseph	12,800	12,300	12,000
Sioux City	15,600	14,700	11,000
St. Paul	12,600	11,500	11,300
Total	185,000	173,000	163,000
HOGS.			
Chicago	217,000	238,000	200,000
Kansas City	42,500	56,000	72,000
Omaha	94,500	98,000	75,000
St. Louis	83,500	95,000	95,500
St. Joseph	34,500	44,000	57,000
Sioux City	87,000	97,000	74,000
St. Paul	81,000	82,000	63,500
Total	640,000	708,000	637,000
SHEEP.			
Chicago	70,800	74,300	69,000
Kansas City	21,000	23,700	37,000
Omaha	54,700	45,500	66,000
St. Louis	4,000	5,500	5,000
St. Joseph	23,500	22,000	34,000
Sioux City	3,000	3,500	3,400
St. Paul	8,000	3,500	5,000
Total	185,000	178,000	220,000

## BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending March 22, 1924, with comparisons.

	Week ending Mar. 22	Previous week.	Cor.
Western dressed meats:			
Steers, carcasses	1,630	1,543	2,631
Cows, carcasses	1,274	1,441	1,761
Bulls, carcasses	85	62	79
Veals, carcasses	1,004	1,354	726
Lambs, carcasses	9,406	10,500	12,980
Mutton carcasses	225	771	830
Pork, lbs.	268,817	279,611	222,594
Local slaughters:			
Cattle	1,718	1,600	1,264
Calves	3,132	3,215	3,051
Hogs	14,409	16,772	16,010
Sheep	4,347	3,187	3,440

What are proper hog cooling temperatures? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

## Meat Production and Consumption Statistics

Meat and livestock production and consumption statistics for January, 1924, with comparisons, are compiled by the U. S. Bureau of Agricultural Economics as follows:

CATTLE, CALVES, BEEF AND VEAL					
	3-year average. <sup>1</sup>	1923.	1924.	Total for year. <sup>1</sup>	1923.
Inspected slaughter:					
Cattle	692,043	745,109	812,459	8,482,868	9,162,516
Calves	307,304	351,382	372,859	4,163,153	4,500,323
Average live weight:					
Cattle, lbs.	995.19	979.66	965.94	977.75	962.89
Calves, lbs.	167.40	168.42	176.80	170.87	172.82
Average dressed weight:					
Cattle, lbs.	535.13	529.04	513.53	528.96	515.85
Calves, lbs.	95.77	99.52	103.74	96.58	99.34
Total dressed weight, (carcasses):					
Beef, lbs.	369,916,442	394,192,465	417,222,070	4,482,703,931	4,725,866,276
Veal, lbs.	29,507,894	34,969,537	38,680,393	402,478,393	444,368,369
Storage:					
Beginning of month—					
Fresh beef, lbs.	93,515,000	91,805,000	82,984,000	61,707,000	53,801,000
Cured beef, lbs.	21,110,000	24,450,000	22,593,000	20,605,000	22,978,000
End of month—					
Fresh beef, lbs.	90,253,000	89,272,000	79,649,000	60,672,000	52,866,000
Cured beef, lbs.	21,514,000	24,841,000	22,691,000	20,606,000	22,823,000
Exports: <sup>2</sup>					
Fresh beef and veal, lbs.	2,319,494	357,240	286,151	6,562,329	3,479,331
Cured beef, lbs.	1,565,065	1,204,826	1,200,598	24,614,145	23,041,629
Canned beef, lbs.	290,327	168,293	340,737	3,433,995	1,733,968
Oil and tallow, lbs.	11,447,280	10,208,344	7,002,579	129,256,311	107,720,068
Tallow, lbs.	1,657,120	1,467,598	1,559,824	27,016,814	35,876,238
Imports:					
Fresh beef and veal, lbs.	1,936,255	668,547	1,065,063	29,476,014	19,356,470
Receipts, cattle and calves <sup>3</sup>	1,716,223	1,876,443	1,888,022	22,071,970	23,211,093
Stock and feeder shipments <sup>4</sup>	239,422	280,781	242,687	4,306,907	4,553,279
Cattle on farms January 1.		67,240,000	66,801,000		
Prices per 100 pounds:					
Cattle, average cost of slaughter.	\$7.20	\$6.58	\$6.65	\$6.70	\$6.82
Calves, average cost of slaughter.	\$9.46	\$8.51	\$8.29	\$8.35	\$7.86
At Chicago—					
Cattle, good steers	\$9.05	\$10.30	\$10.55	\$9.54	\$10.23
Veal calves	\$9.08	\$10.08	\$10.16	\$9.31	\$9.42
At eastern markets—					
Beef carcasses good grade.	\$14.99	\$14.47	\$15.02	\$15.36	\$15.81
Veal carcasses good grade.	\$20.31	\$18.14	\$19.32	\$17.46	\$17.08

## HOGS, PORK AND PORK PRODUCTS.

Inspected slaughter, hogs.	4,488,680	5,134,029	5,911,242	45,143,231	53,333,708
Average live weight, lbs.	226.30	227.30	217.13	225.85	225.33
Average dressed weight, lbs.	174.46	176.79	165.92	172.96	172.93
Total dressed weight, (carcasses), lbs.	788,756,854	907,644,987	980,793,273	7,906,038,125	9,221,573,582
Lard per 100 lbs. live weight, lbs.	15.74	16.27	17.07	16.18	16.49
Storage:					
Beginning of month—					
Fresh pork, lbs.	72,480,000	72,278,000	126,718,000	121,859,000	147,764,000
Cured pork, lbs.	434,039,000	498,253,000	582,151,000	527,707,000	600,748,000
Lard, lbs.	51,889,000	45,808,000	40,340,000	94,906,000	77,265,000
End of month—					
Fresh pork, lbs.	114,171,000	120,196,000	165,822,000	122,768,000	152,301,000
Cured pork, lbs.	560,581,000	598,728,000	636,514,000	531,656,000	607,741,000
Lard, lbs.	67,006,000	56,266,000	56,161,000	94,529,000	77,310,000
Exports: <sup>4</sup>					
Fresh porks, lbs.	8,780,232	6,611,925	6,559,163	45,918,496	54,091,196
Cured pork, lbs.	64,422,881	78,239,544	81,821,812	740,403,894	870,731,037
Canned pork, lbs.	122,305	130,852	125,369	2,172,509	2,804,147
Sausage, lbs.	787,029	878,549	1,039,786	7,782,540	10,734,922
Lard, lbs.	89,480,061	111,157,013	136,153,858	913,283,320	1,059,510,494
Imports:					
Fresh pork, lbs.	97,600	106,216	61,759	911,774	1,100,950
Receipts of hogs <sup>3</sup>	4,761,391	5,395,900	6,252,732	46,832,774	55,329,843
Stock and feeder shipments <sup>4</sup>	45,518	66,227	60,032	636,886	819,512
Hogs on farms January 1.		68,227,000	65,301,000		
Prices per 100 pounds:					
Average cost for slaughter.	\$8.57	\$8.35	\$7.09	\$8.40	\$7.59
At Chicago—					
Live hogs, medium weight.	\$8.64	\$8.36	\$7.18	\$8.78	\$7.83
At eastern markets—					
Fresh pork loins, 10-14 lbs.	\$18.27	\$15.38	\$13.93	\$19.44	\$16.61
Shoulders, skinned	\$14.41	\$13.28	\$10.29	\$13.76	\$11.82
Pieces, 6-8 lbs.	\$12.51	\$11.32	\$9.33	\$12.42	\$10.30
Butts, Boston style	\$16.79	\$15.15	\$12.34	\$16.08	\$13.58
Bacon, breakfast	\$27.11	\$29.03	\$29.83	\$26.05	\$23.44
Hams, smoked, 10-12 lbs.	\$22.97	\$20.83	\$20.55	\$24.95	\$21.53
Lard, tierces	\$12.65	\$12.56	\$13.68	\$12.75	\$13.10

## SHEEP, LAMB AND MUTTON.

Inspected slaughter, sheep and lambs	1,014,629	1,021,211	1,063,095	11,820,799	11,528,550
Average light weights, lbs.	86.36	87.61	83.92	86.16	80.80
Average dressed weight, lbs.	40.75	41.69	39.29	38.36	38.83
Total dressed weight (carcasses), lbs.	41,386,077	42,574,287	42,554,803	452,882,728	446,785,342
Storage fresh lamb and mutton:					
Beginning of month, lbs.	26,333,000	4,523,000	2,493,000	11,529,000	3,912,000
End of month, lbs.	29,325,000	5,980,000	2,943,000	9,709,000	3,742,000
Exports, fresh lamb and mutton, lbs. <sup>4</sup>	337,024	228,849	96,969	22,728,370	2,124,199
Imports, fresh lamb and mutton, lbs.	5,346,600	1,006,829	55,181	14,235,243	5,315,278
Receipts of sheep <sup>3</sup>	1,754,053	1,635,018	1,697,422	22,852,651	22,025,366
Stock and feeder shipments <sup>4</sup>	147,374	171,010	149,117	3,913,076	4,477,881
Sheep on farms January 1.		37,223,000	38,361,000		
Prices per 100 pounds:					
Average cost for slaughter.	\$11.32	\$12.67	\$11.56	\$10.95	\$12.03
At Chicago—					
Lambs, 84 lbs. down, medium to prime	\$12.31	\$14.06	\$12.95	\$12.05	\$13.24
Sheep, medium to choice.	\$6.56	\$7.63	\$7.40	\$6.40	\$6.97
At eastern market—					
Lamb carcasses, good grade.	\$25.02	\$24.51	\$22.23	\$24.17	\$24.83
Mutton, good grade.	\$14.60	\$14.75	\$15.54	\$15.00	\$15.03

<sup>1</sup> 1921, 1922 and 1923. <sup>2</sup> Weighted average, based on actual totals for year. <sup>3</sup> Average, not total. <sup>4</sup> Including re-exports. <sup>5</sup> Public stockyards.

## PRAISES "BOSS" DEHAIRER

In 1920, Jeremiah M. Slattery & Sons, Ltd., Tralee, Ireland, bought a "Boss" U Hog Dehairer from The Cincinnati Butchers' Supply Company. In their correspondence with the "Boss" firm, they

always have a good word to say for this "Boss" machine. In one of their recent letters Mr. Joseph A. Slattery writes: "Your 'Boss' dehairing machine gives us best of satisfaction and costs practically nothing for upkeep."

## LIVE STOCK MARKETS

### CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics)

Chicago, March 27, 1924.

**CATTLE**—With nearly half of the receipts to date this week arriving Monday, buyers found little difficulty in enforcing declines of 10@25c on the comparatively large run of beef steers and yearlings, this loss being practically regained as receipts fell off during the remaining days. A new top price on heavy steers since January of \$12.10 was made Tuesday with yearlings selling upward to \$12.00. The greater portion of the receipts, however, included plain light steers and yearlings, bulk for the week selling at \$8.50 to 10.25.

She stock encountered a two-way market as best fat cows and heifers advanced 25@40c while lower grades sold steady to slightly lower. In the absence of shipping demand, bulls dragged throughout the week, closing prices being mostly 25@35c lower, bulk light and weighty bolognas realizing \$4.25 to 4.60. Shippers needed few veals, bulk being light and handyweight kinds going into packer hands at \$8.50@10.50, selected kinds making upward to \$11.50.

**HOGS**—Alterations in hog values for the last six market days displayed a double trend, with lighter weights advancing more than the declines noted for heavy weights. This occurred when the seasonal change in weight favor developed in demand late last week. Heavy offerings showed a 5@15c decline, while medium and light weights scored 10@25c upturns.

Packing sows also gained slightly, the betterments amounting to 5@10c, with less desirable kinds making the greater gain. Killing pig prices eased off from the high mark of last week with a 25@50c decline. Local receipts expanded in proportion to the increase around the mar-

ket circle, but the shipper outgo was about the same.

**SHEEP**—Narrowed shipper outlet coupled with more liberal supplies of directs lowered lamb values early in the week. On closing sessions, however, with shippers again in the market some of the lost price ground was regained, and fat lambs are closing the week only 10@25c lower than a week earlier, handyweight kinds showing most decline. Fat sheep on the contrary have gained 25@50c due in most part to scarcity of supplies.

### ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)

E. St. Louis, Ill., March 27, 1924.

**CATTLE**—Important features of the week's trade were the declines suffered by light yearling steers and heifers and the narrowed demand for these. Compared with one week ago, beef steers and stock steers were steady, light yearling and heifers, 50@75c lower; beef cows, 15@25c lower; canners and cutters, barely steady; and bologna bulls and light vealers, 25c lower.

Tops for week: Matured steers, \$10.30; long yearlings, \$10.00; and mixed light

yearlings, \$9.50. Bunks for week: Steers, \$7.25@9.50; yearlings, \$6.75@7.75; cows, \$4.75@6.00; canners, \$2.35@2.75; and bologna bulls, \$4.50@5.00.

**HOGS**—A 15 per cent cut in receipts caused little change in the general hog market. Just a little more strength was noted on good butchers, others were unchanged. Lightweights moved actively to shippers, but medium weight and heavy kinds were inclined to drag, with mild price discounts imposed in many cases.

Top today was \$7.65. Bulk of desirable offerings scaling 170 lbs. up went at \$7.60@7.65; light weights, \$7.00@7.50; good pigs, \$6.50@7.00; and packing sows, \$6.50@6.60.

**SHEEP**—With continued light receipts, which were far below requirements of the trade, all classes maintained the high price levels reached last week. No highly finished wool lambs appeared, best here landed at \$16.25, with the bulk at \$15.50@16.25. Choice clippers reached \$14.25, with the bulk of clipped offerings at \$13.90@14.25. Bulk of fat ewes cashed at \$10.50@11.00, with one small at \$11.25.

### KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., March 27, 1924.

**CATTLE**—Demand for the better grades of steers and yearlings for the week under review has been fairly urgent

### LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, Mar. 27, 1924, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

	CHICAGO.	KANSAS CITY.	OMAHA.	E. ST. LOUIS.	ST. PAUL.
<b>Hogs (Soft or oily hogs and roasting pigs excluded):</b>					
TOP	7.50	\$ 7.25	\$ 7.30	\$ 7.65	\$ 7.10
BULK OF SALES	7.20@ 7.50	7.00@ 7.20	7.06@ 7.25	7.40@ 7.65	7.00@ 7.10
Hvy. wt. (250-350 lbs.), med.-ch.	7.20@ 7.45	7.06@ 7.20	7.15@ 7.30	7.45@ 7.60	7.00@ 7.10
Med. wt. (200-250 lbs.), med.-ch.	7.30@ 7.45	7.00@ 7.20	7.10@ 7.30	7.50@ 7.65	7.00@ 7.10
Lt. wt. (160-200 lbs.), com.-ch.	7.25@ 7.45	6.50@ 7.25	6.65@ 7.25	6.90@ 7.65	6.90@ 7.10
Lt. lt. (130-160 lbs.), com.-ch.	6.35@ 7.45	6.15@ 6.85	6.00@ 7.15	6.25@ 7.55	6.50@ 7.10
Packing hogs, smooth.	6.75@ 6.90	6.35@ 6.45	6.50@ 6.70	6.50@ 6.75	6.00@ 6.50
Packing hogs, rough.	6.90@ 6.75	6.10@ 6.35	6.35@ 6.50	6.25@ 6.50	6.00@ 6.10
Slight pigs (130 lbs. down), med. ch.	5.00@ 6.75	6.50@ 6.70	.....	5.75@ 6.70	5.50@ 6.50
Av. cost and wt. Wed. (pigs excluded)	7.24-245 lb.	6.96-226 lb.	7.05-245 lb.	7.75-226 lb.	.....
<b>Slaughter Cattle and Calves:</b>					
<b>STEERS (1,100 LBS. UP):</b>					
Choice and prime	11.50@12.25	10.50@11.75	10.70@11.75	11.25@12.25	10.25@11.50
Good	10.15@11.75	9.50@10.75	9.40@10.85	10.25@11.25	9.00@10.25
Medium	8.25@10.35	7.50@ 9.75	7.65@ 9.50	8.00@10.25	7.00@ 9.00
Common	6.75@ 8.45	6.00@ 7.75	6.00@ 7.65	6.75@ 8.00	5.75@ 7.00
<b>STEERS (1,100 LBS. DOWN):</b>					
Choice and prime	11.35@12.15	10.25@11.75	10.60@11.60	11.25@12.25	10.25@11.50
Good	10.00@11.50	9.25@10.50	9.25@10.70	10.00@11.25	9.00@10.25
Medium	8.10@10.15	7.50@ 9.50	7.50@ 9.40	8.00@10.00	7.00@ 9.00
Common	5.75@ 8.25	5.50@ 7.75	5.50@ 7.65	5.75@ 8.00	5.50@ 7.00
Canner and cutter	4.00@ 5.65	3.25@ 5.50	3.50@ 5.50	3.25@ 5.75	3.50@ 5.00
<b>LT. YRLG. STEERS AND HEIFERS:</b>					
Good to prime (800 lbs. down)	9.75@12.00	8.25@11.00	8.85@11.00	8.25@11.00	8.50@11.00
<b>HEIFERS:</b>					
Good-choice (850 lbs. up)	7.75@10.50	6.50@ 9.50	7.00@ 9.50	7.00@ 9.00	6.50@10.00
Common-med. (all weights)	5.25@ 7.75	3.50@ 6.75	4.50@ 7.00	3.50@ 6.75	4.25@ 6.50
<b>COWS:</b>					
Good and choice	6.25@ 7.75	5.50@ 7.25	5.65@ 7.50	5.75@ 7.50	5.50@ 6.75
Common and medium	3.90@ 6.25	4.00@ 5.50	4.00@ 5.65	4.00@ 5.75	3.25@ 5.50
Canner and cutter	2.75@ 3.90	2.35@ 4.00	2.25@ 4.00	2.25@ 4.00	2.25@ 3.25
<b>BULLS:</b>					
Good-ch. (beef yrlds. excluded)	4.50@ 6.75	4.65@ 6.00	4.25@ 6.00	5.00@ 6.75	4.25@ 5.00
Can.-med. (canner and bologna)	3.75@ 4.65	3.00@ 4.65	3.50@ 4.25	2.75@ 5.00	3.25@ 4.25
<b>CALVES:</b>					
Med.-ch. (190 lbs. down)	7.75@11.50	7.00@10.00	7.50@10.25	7.00@11.00	6.00@ 8.75
Cull-com. (190 lbs. down)	5.00@ 7.75	3.00@ 7.00	4.25@ 7.50	3.50@ 7.00	3.50@ 6.00
Med.-ch. (190-260 lbs.)	6.25@11.25	5.00@ 9.50	6.50@ 9.75	6.00@ 10.75	4.00@ 7.50
Med.-ch. (260 lbs. up)	5.00@ 9.25	5.00@ 7.50	5.50@ 8.25	5.00@ 9.00	3.50@ 6.50
Cull-com. (190 lbs. up)	3.50@ 7.75	3.00@ 5.25	3.00@ 6.50	3.00@ 5.00	2.50@ 4.00
<b>Slaughter Sheep and Lambs:</b>					
Lambs, med.-pr. (84 lbs. down)	14.75@16.50	14.50@16.25	14.25@16.40	14.00@16.50	13.75@15.75
Lambs, cull-com. (all weights)	11.00@14.75	10.50@14.50	10.25@14.25	11.00@14.00	10.00@13.75
Yearling wethers, med.-prime	12.00@15.00	10.75@14.50	11.25@14.25	11.25@14.50	11.00@14.00
Wethers, med.-pr. (2 yrs. old and over)	9.00@13.00	8.25@12.25	8.00@12.00	8.50@12.00	8.00@12.00
Ewes, common to choice	7.25@11.75	6.75@11.00	7.00@11.25	7.00@11.25	6.25@10.75
Ewes, canner and cull	3.25@ 7.25	2.50@ 6.75	2.75@ 7.00	2.50@ 7.00	3.00@ 6.25

### E. E. JOHNSTON

Established 35 Years

### Hog Buyers Exclusively

Live Stock Exchange  
East Buffalo, N. Y.

### J. W. MURPHY OMAHA

### Buyer of Hogs on Order

SPECIAL ATTENTION GIVEN  
YOU WILL BE PLEASED

6 COMPETENT BUYERS  
7 ASSISTANTS

We Handle Hogs Only  
Utility and Cross Cypher

Reference:—Any Meat Packer

E. R. Whiting

L. H. McMurray

# SATISFACTION

WHITING & McMURRAY

Indianapolis

Live Stock  
Purchasing Agents

Indiana

and the bulk of the more attractive kinds were strong to a shade higher than a week previous. Some of the plainer grades, however, have been neglected at times, especially the yearlings of common and medium quality. The week's top reached \$11.00 on both handyweight fed steers and yearlings, while the best weighty beeves landed at \$10.50.

Bulk of the fed offerings sold from \$8.25@9.75. Fat she stock was relatively scarce and prices held around steady, with the exception of plain light heifers, which were weak to 25c lower. Bulls were dull all week with prices weak and lower. Calves were more active than last week at steady to 50c higher levels. Top veals to packers landed at \$10.00.

HOGS—Receipts this week were larger with prices on butchers around 5c lower than last Thursday, while lighter weights showed gains of 5@10c. Lightweights topped the market today for the first time since last fall, bringing \$7.25. Shipping orders continued liberal and the price range of the various weights was gradually narrowing. Packing sows were 10c higher for the week, with bulk at \$6.30@6.40.

SHEEP—Although receipts of sheep and lambs locally have been very light, fat lamb prices were 10@15c under a week previous, with the top to both shippers and packers at \$16.25. Comparatively few of the fat lamb offerings sold below \$15.65 during the week. Several lots of clipped lambs sold from \$13.75@14.00 with the best at \$14.15. Prices on aged sheep were steady to 25c higher, with the best fat ewes in load lots at \$10.75 and small bunches up to \$11.00.

#### OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)  
Omaha, Neb., March 27, 1924.

CATTLE—A proportionate increase in supply of yearlings and medium weight steers proved to be in excess of the immediate demand. As a result better grades of beef steers sold steady, others and yearlings unevenly 15@25c lower, plainer kinds off most. Top weighty steers made \$10.90, mediumweights \$11.10; and long yearlings, \$10.00. Fed heifers were 25 to 40c lower, butcher cows, canners and cutters steady. Bulls 25c lower, vealers steady, plainer quality considered.

Today the bulk of beef steers and yearlings sold at \$7.85@9.35; butcher cows, \$4.75@6.25; fed heifers, \$5.75@7.00; canners and cutters, \$2.50@3.85; bologna bulls, \$4.00@4.25; and vealers \$9.25@9.75, with a few at \$10.00@10.50.

HOGS—The general trend to hog prices has been upward. Slight declines enforced during the week only served to encourage competition and prices quickly reacted under urgent packer demand and broad outlet to shippers. For the week medium and strongweight butchers showed a 15@25c advance, while an improved demand for lighter offerings has featured, with a 25@50c upturn noted. Bulk of all sales today, \$7.05@7.25, top \$7.30, packing sows mostly \$6.50@6.60.

SHEEP—Prices on killing classes

maintained the upward trend of recent weeks and reached the high point of the season today when woolled lambs brought \$16.40 and clipped lambs, \$14.35. Prices generally showed an upturn of 15@25c with both woolled lambs and clipped offerings mostly 25c higher. Best light ewes at hand turned at \$11.15.

#### ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minn. Dept. of Agriculture.)

CATTLE—A marked decrease in cattle receipts during the first three days of this week compared with the corresponding period of a week ago had served to strengthen the market on practically all killing classes. Canners, cutters, and bologna bulls while showing no advance held on a firm basis, due to the reappearance of a number of outside orders. Fat she stock prices lead off with an advance of around 25c or more since last Wednesday.

Steers and yearlings are at present being marketed in small numbers and comprise principally the common and medium types. These are finding a ready outlet at strong to 25c higher prices than a week ago due to the competition of finishers for desirable material.

HOGS—Receipts of hogs at this point total around 53,700 the first three days this week compared with 53,500 last week and 43,800 the corresponding period last year. Buyers have been discriminating against the weighty butchers on late sessions, the better grades of 170@200 lb. averages realizing around 10c more than the best weighty butchers.

Packers took the bulk of the hogs today at \$6.80@6.90, with the weighty butchers realizing the lower figure. Shippers bought several loads of light weight hogs early at the top price of \$7.00. Rough or heavy packing sows sold mostly at \$6.00, smooth kinds of desirable weight being quotable up to \$6.50. Bulk of the better grades of slaughter pigs realized \$6.50.

SHEEP—A new high point was reached in the fat lamb market Monday, when one load of choice to prime fed lambs realized \$16.00, the first time this price has been paid at this point since 1920. Bulk of the fat lambs offered are of weight and quality to turn at \$15.00@15.50, while \$10.00@10.25 takes most of the light and handy-weight ewes.

#### ST. JOSEPH.

(Special Letter to The National Provisioner.)

South St. Joseph, Mo., March 25, 1924.

CATTLE—Cattle receipts for two days this week numbered around 6,000 against 7,073 same days last week. Beef steers and yearlings were plentiful and quality of good average steers steady to 15c lower, better grades showing little change, yearlings slow, weak to 25c lower. Best heavy

steers averaging 1,356 lbs. sold at \$10.00, and 1,003 pound averages \$10.10.

Bulk of all steers ranged \$8.25@9.50, including Colorado pulpers at \$8.00@9.50. A few plain steers sold down to \$7.00, but few sales were made under \$8.00. Choice mixed yearlings sold up to \$9.50, with bulk of fair to good kinds \$7.50@8.75. Cows are steady to strong for the period, and heifers steady to 25c off. Choice cows sold up to \$7.50 in odd lots, with best carlots at \$6.50.

Most fair to good killers sold \$4.50@ \$6.25, with canners and cutters \$2.50@3.75. One load of choice 687-pound heifers sold at \$9.50 and other lots ranged \$5.00@8.50. Bulls held about steady, with most sales \$4.00@5.25. Calves are 50c lower, best veals going at \$9.00 and common kinds down to \$4.00.

Stockers and feeders were scarce, and there was a firm tone to the trade. Some 834-pound feeders sold at \$8.10, and other sales ranged \$7.00@7.85. Best stockers sold at \$7.25, with others \$5.50@7.00.

HOGS—Hog receipts light for two days, totaling around 10,000, which was about the same as a week ago. In line with outside markets, which had liberal receipts, the market here ruled slow and shows a loss of 10@15c compared with last Saturday. Tuesday's top was \$7.25 and bulk of sales \$7.00@7.25. Saturday's top was \$7.40

## MAXWELL and SON

### Order Buyers

Cattle, Hogs, Sheep  
and Calves

Buffalo Stock Yards  
BUFFALO, N. Y.  
Phone Jefferson 2302

### Exclusive Order Buyers

of  
just what you want  
in

### Cattle or Hogs

Utility Cypher

Schwartz-  
Feaman-Nolan Co.

Kansas City Stock Yards  
Kansas City Missouri,

## KENNETT-MURRAY

Order Buyers—Live Stock

Offices at Ten Markets

P. C. Kennett & Son  
Louisville

P. C. Kennett & Son  
Nashville

P. C. Kennett & Son  
Montgomery

Kennett Sparks & Co.  
E. St. Louis

Kennett Murray & Co.  
LaFayette

Kennett Murray & Darnell  
Indianapolis

Kennett Colina & Company  
Cincinnati

Kennett Murray & Colina  
Detroit

Kennett Murray & Brown  
Sioux City

Kennett Murray & Company  
Omaha

Order Buyers  
of

Cattle Calves  
Hogs Lambs

Henry Knight & Son

Bourbon Stock Yards  
Louisville, Ky.

References: Dun & Bradstreet



and bulk of sales \$7.10@7.35. Packing sows sold at \$6.25@6.30 Tuesday.

**SHEEP**—Sheep receipts around 16,600 for two days. There was a weak tone to the lamb trade, especially on heavies, and values are 15@25c lower for the period. Best price Tuesday was \$16.10 against \$16.25 Monday, with bulk of sales \$15.85 @16.10. Aged sheep scarce and the market steady. Choice ewes sold Monday at \$11.00. None were offered Tuesday.

### PACKERS' PURCHASES.

Purchasers of livestock by packers at principal centers for the week ending Saturday, March 22, are reported to The National Provisioner as follows:

CHICAGO.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	5,805	12,700	10,910
Swift & Co.	6,649	17,500	13,682
Morris & Co.	5,460	11,800	6,836
Wilson & Co.	5,886	14,800	4,708
Anglo Amer. Prov. Co.	1,607	6,500	...
G. H. Hammond Co.	2,556	8,000	...
Libby, McNeill & Libby.	1,833	...	...
Brennan Packing Co., 7,900 hogs; Miller & Hart, 4,900 hogs; Independent Packing Co., 6,200 hogs; Boyd, Lunham & Co., 7,000 hogs; Western Packing & Provision Co., 18,100 hogs; Roberts & Oake, 5,500 hogs; others, 21,500 hogs.			

KANSAS CITY.			
	Cattle.	Calves.	Hogs.
Armour & Co.	2,854	690	2,028
Cudahy Pkg. Co.	2,571	773	2,394
Fowler Pkg. Co.	672	30	...
Morris & Co.	3,051	714	1,985
Swift & Co.	4,096	950	7,210
Wilson & Co.	3,022	208	3,915
Local Butchers	798	135	2,316
Total	17,064	3,500	20,453

OMAHA.			
	Cattle.	Calves.	Hogs.
Armour & Co.	5,519	19,756	11,385
Cudahy Pkg. Co.	6,081	20,882	11,014
Dold Pkg. Co.	1,009	8,880	...
Morris & Co.	4,073	11,139	5,746
Swift & Co.	6,665	17,254	14,825
M. Glassberg	6	...	...
Hoffman Pkg. Co.	80	...	...
Mayerowich & Vail	64	...	...
Mid West Pkg. Co.	59	...	...
Omaha Pkg. Co.	90	...	...
John Roth & Sons	80	...	...
South Omaha Pkg. Co.	114	...	...
Lincoln Pkg. Co.	596	...	...
Nagle Pkg. Co.	161	...	...
Sinclair Pkg. Co.	125	...	...
Wilson Pkg. Co.	981	...	...
J. W. Murphy	...	7,818	...
Swartz & Co.	...	1,731	...
Kenneth & Murray	...	8,032	...
Others	...	5,099	...
Total	26,273	100,698	42,970

ST. LOUIS.			
	Cattle.	Calves.	Hogs.
Armour & Co.	4,059	3,971	1,265
Swift & Co.	2,411	9,140	1,501
Morris & Co.	1,333	4,635	277
St. Louis Dressed Beef Co.	938	...	...
Independent Pkg. Co.	836	2,569	422
East Side Pkg. Co.	23	3,116	...
Hell Pkg. Co.	83	1,337	52
American Packing Co.	129	...	...
Krey Packing Co.	108	...	...
Siehoff Pkg. Co.	5,002	43,123	282
Butchers	...	...	...
Total	15,758	67,956	3,848

ST. JOSEPH.			
	Cattle.	Calves.	Hogs.
Swift & Co.	2,927	408	10,541
Armour & Co.	1,617	194	5,139
Morris & Co.	1,637	504	5,210
Others	3,637	377	12,791
Total	9,838	1,483	33,681

SIOUX CITY.			
	Cattle.	Calves.	Hogs.
Cudahy Pkg. Co.	2,733	202	20,735
Armour & Co.	2,718	122	20,750
Swift & Co.	1,340	45	5,166
Sacks Pkg. Co.	168	26	...
Smith Bros. Pkg. Co.	38	7	14
Local butchers	61	40	...
Packers & order buyers	2,610	...	38,708
Total	9,568	442	85,368

OKLAHOMA CITY.			
	Cattle.	Calves.	Hogs.
Morris & Co.	548	533	1,788
Wilson & Co.	540	244	1,755
Others	59	12	650
Total	1,147	789	4,173

ST. PAUL.			
	Cattle.	Calves.	Hogs.
Armour & Co.	2,241	4,324	20,230
Hertz & Rifkin	132	67	...
Katz Packing Co.	30	18	...
Swift & Co.	3,475	6,415	39,458
Others	521	603	12,209
Total	7,205	11,644	77,897

WICHITA.			
	Cattle.	Calves.	Hogs.
Cudahy Pkg. Co.	757	426	5,136
Dold Pkg. Co.	294	9	2,453
Local Butchers	145	...	...
Total	1,186	435	7,589

INDIANAPOLIS.			
	Cattle.	Calves.	Hogs.
Eastern Buyers	1,563	3,284	18,224
Kingman & Co.	2,070	700	10,733
Moore & Co.	...	3,212	...
Schussier Pkg. Co.	1,158	53	1,845
Ind. Abat. Co.	75	44	3,023
Armour & Co.	...	...	1,065
Helzemen Bros.	3	...	...
Brown Bros.	287	29	...
Bell & Co.	146	...	354
Schussier Pkg. Co.	41	...	388
Meier Pkg. Co.	90	...	303
Indianapolis Prov. Co.	15	74	22
Wabrits Pkg. Co.	...	...	353
Riverview Pkg. Co.	271	130	229
Miscellaneous	...	...	...
Total	5,698	4,321	40,341

CINCINNATI.			
	Cattle.	Calves.	Hogs.
E. Kahn & Son.	331	32	3,775
Kroeger Gro. & Bak. Co.	87	68	310
C. A. Freund	92	63	36
Gus Juengling	13	...	3,211
J. F. Schroth Pkg. Co.	23	...	2,429
H. H. Meyer Pkg. Co.	144	...	21
W. G. Rehn & Son.	87	...	...
Peoples Pkg. Co.	27	247	...
J. Bauer & Son.	65	...	2,140
A. Sander Pkg. Co.	...	...	920
J. Vogel & Son.	...	...	363
J. H. Hoffman & Son.	...	...	265
Lohrey Pkg. Co.	...	...	907
Ideal Pkg. Co.	...	...	274
Sam Gail	...	...	7
Jacob Schlachter's Sons	...	...	...
Total	1,378	748	15,825

MILWAUKEE.			
	Cattle.	Calves.	Hogs.
Plankinton Pkg. Co.	1,079	10,894	8,055
Swift, Harrison	16	...	...
United Dressed Beef Co.	47	...	...
Layton Co.	...	...	145
R. Gunz & Co.	50	12	...
P. C. Gross.	133	428	178
Butchers	320	173	13
Traders	...	...	...
Total	1,718	11,507	8,906

Recapitulation of packers' purchases by market for the week ending March 22, 1924, with comparisons:

CATTLE.			
	Week ending March 22, 1924.	Prev. Cor. week, 1923.	1924.
Chicago	26,196	24,950	28,677
Kansas City	17,664	17,101	18,884
Omaha	26,273	22,856	20,070
St. Louis	15,758	12,403	15,252
St. Joseph	9,838	10,531	11,104
Indianapolis	9,568	6,864	...
Omaha City	1,147	1,918	2,450
Indianapolis	5,698	5,053	5,105
Cincinnati	1,378	1,608	2,411
Milwaukee	1,718	1,025	1,025
Denver	1,186	2,487	1,859
St. Paul	7,205	6,169	...

HOGS.			
	Week ending March 22, 1924.	Prev. Cor. week, 1923.	1924.
Chicago	142,100	175,800	154,700
Kansas City	20,453	34,124	68,512
Omaha	100,698	110,215	76,886
St. Louis	67,956	62,542	63,892
St. Joseph	33,681	44,785	58,890
Sioux City	85,368	57,967	66,236
Omaha City	4,173	4,838	13,349
Indianapolis	40,341	44,936	45,015
Cincinnati	15,825	16,684	15,042
Milwaukee	8,906	8,011	8,011
Wichita	7,589	16,356	12,595
Denver	7,589	7,243	...
St. Paul	7,589	7,588	...

SHEEP.			
	Week ending March 22, 1924.	Prev. Cor. week, 1923.	1924.
Chicago	36,196	47,762	52,856
Kansas City	17,725	18,677	26,890
Omaha	42,870	38,500	42,899
St. Louis	3,848	9,142	6,428
St. Joseph	23,851	20,566	29,191
Sioux City	722	1,335	2,918
Omaha City	...	36	32
Indianapolis	968	1,284	571
Cincinnati	542	542	363
Milwaukee	264	...	24
Denver	...	...	4
St. Paul	1,576	3,407	5,335

### PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending March 22, 1924.

	Week ending March 22, 1924.	Previous week, 1923.	Cor. week, 1923.
Western dressed meats:			
Steers, carcasses	2,103	2,275	2,474
Cows, carcasses	833	794	480
Bulls, carcasses	315	227	120
Veal, carcasses	1,899	2,101	3,368
Lambs, carcasses	7,387	6,533	6,623
Mutton, carcasses	1,057	1,057	1,057
Pork, lbs.	401,654	549,497	378,820
Local slaughters:			
Cattle	2,209	2,419	2,401
Calves	2,376	1,962	2,065
Hogs	19,386	23,803	22,635
Sheep	5,503	4,290	4,586

### RECEIPTS AT CENTERS.

SATURDAY, MARCH 22, 1924.			
	Cattle.	Hogs.	Sheep.
Chicago	168	6,324	125
Kansas City	200	3,000	1,500
Omaha	100	1,000	1,300
St. Louis	200	4,500	200
St. Joseph	100	...	800
Sioux City	700	12,500	100
St. Paul	100	500	...
Oklahoma City	100	300	...
Fort Worth	300	...	800
Denver	200	300	1,000
Louisville	200	1,700	100
Wichita	100	400	...
Indianapolis	200	4,000	100
Pittsburgh	100	2,500	1,100
Cincinnati	100	1,000	...
Buffalo	100	1,000	600
Cleveland	100	2,500	300
Nashville, Tenn.	100	1,300	...
Toronto	200	300	...

MONDAY, MARCH 24, 1924.			
	Cattle.	Hogs.	Sheep.
Chicago	22,000	78,000	20,000
Kansas City	12,000	11,000	6,000
Omaha	8,000	12,000	10,000
St. Louis	4,000	18,000	1,000
St. Joseph	4,300	6,000	9,000
Sioux City	3,500	10,000	1,000
St. Paul	1,200	18,000	1,000
Oklahoma City	1,200	4,000	...
Fort Worth	2,400	2,500	1,000
Milwaukee	200	700	100
Denver	1,800	1,200	6,200
Louisville	1,000	2,000	200
Wichita	1,000	1,200	...
Indianapolis	1,000	1,200	...
Pittsburgh	1,000	6,500	4,500
Cincinnati	1,500	5,500	100
Buffalo	1,500	13,000	7,500
Cleveland	1,000	5,500	1,200
Nashville, Tenn.	500	1,700	...
Toronto	3,000	2,400	100

TUESDAY, MARCH 25, 1924.			
	Cattle.	Hogs.	Sheep.
Chicago	11,000	33,000	12,000
Kansas City	7,000	10,000	5,000
Omaha	8,800	22,000	8,500
St. Louis	4,000	18,000	6,500
St. Joseph	2,500	6,000	7,500
Sioux City	4,000	18,000	2,000
St. Paul	2,700	15,000	500
Oklahoma City	1,000	400	...
Fort Worth	1,200	800	300
Milwaukee	800	3,000	200
Denver	1,400	3,000	8,400
Louisville	200	1,900	100
Wichita	200	1,900	...
Indianapolis	1,400	8,000	300
Pittsburgh	100	1,500	400
Cincinnati	400	3,400	100
Buffalo	100	3,500	2,200
Cleveland	200	3,000	800
Nashville, Tenn.	100	1,900	...
Toronto	600	1,400	200

WEDNESDAY, MARCH 26, 1924.			
	Cattle.	Hogs.	Sheep.
Chicago	8,000	29,000	7,000
Kansas City	5,000	12,000	1,500
Omaha	7,000	19,000	6,000
St. Louis	2,500	18,000	1,000
St. Joseph	2,000	9,500	2,000
Sioux City	3,000	18,000	500
St. Paul	22,000	20,000	500
Oklahoma City	400	1,200	100
Port Worth	2,100	1,200	100
Milwaukee	200	1,000	100
Wichita	300	1,000	...
Indianapolis	1,100	8,000	100
Pittsburgh	...	2,500	...
Cincinnati	500	5,000	100
Buffalo	200	7,200	1,800

## HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

## CHICAGO.

**PACKER HIDES**—No business reported locally in packer hides. Killers report rather strong inquiry at unchanged levels but no business as their views are especially firm, particularly on branded stock in view of the strength in frigorifico hides. Native steers are wanted at 13c and held at 14c; Texas sold at 13c; butts, 12½c bid and 13c asked; Colorados, 11½c bid and 12c asked; branded cows, 8c bid on volume lots, 8½c on small orders and 9@10c asked; heavy cows, 10½c@11c, nominal; light cows 9½c bid and intimations 9½c might be paid on volume lots and 10c stubbornly demanded; native bulls sold at 9c; branded 8@8½c, nominal; small packer hides, 9½c bid 10c asked.

**COUNTRY HIDES**—Export interests again looking around the market for materials and are taking on the heavy end of the list, paying 8@8½c for weights fifty and sixty pounds up at shipping points. There is practically no domestic business passing at the moment because of the wide differences in ideas of buyers and sellers. Sellers for the most part are inclined toward bullishness because of the low values, better undertone to packers, improving demand for countries and the general feeling that better times are in prospect. Sellers cite the very unsatisfactory leather situation in support of their contentions and for the most part are considering further curtailment or shut downs in order to keep in business. All operators admit this to be an unprecedented situation and all are groping about seeking light. Outside markets are in the same position as the local one. Offerings are scarce and high prices talked as a basis of operations. All weight hides in the originating sections are quoted at 7¼@8c delivered basis for business but as a rule are held at 8½c and nothing is pressed for sale. Heavy steers here are quiet and listed nominally at 10@11c while heavy cows are quoted at 8@8½c paid for export account in current quality. Heavy cows and butts list at 7½@8c for business in current receipts with the inside bid and the outside asked for stuff carrying half grubs. Strictly grub free butts are quoted at 8½c nominal though as a rule none can be found offered. Extremes of best description quoted at 10¼@11c with the outside reported paid earlier in the week. Most local sellers are not inclined to offer such material but do put out offerings of half grubby goods at 10c. Bids of 8@8½c are reported for grubby extremes and no business results. Bids of 9½c are frequent for half grubby extremes and recent sales were effected at that level. Branded country hides are quoted at 6¾@7¼c flat basis with the inside paid in originating sections flat f.o.b. Country packer branded hides quoted at 7¼@8½c; bulls 7@7½c and country packers are listed at 8@8½c paid for good descriptions this week; glues 5@6c.

**CALFSKINS**—Sentiment in skins is a trifle toward the bullish side. There are some tentative bids of 18c around for local city skins and collectors are not inclined to make offerings, claiming to be sold up. The spring run is on and stocks should pile up quickly but sellers feel that tanners are in need of material and cannot longer delay operations. Killers are confidently expecting the foreign interests to clean out their holdings of February skins as they have been nibbling lately. Killers ask 22c and domestic interests talk under 20c. Outside city skins are steady with tentative bids of 17½@18c around and most collectors fairly well booked up. Resalted parcels quoted at 14@16c for mixed

varieties. Deacons \$1.25 paid locally for mixed; some outside first salted cities sold at \$1.35; local stock \$1.45 last paid; Kipskins are quiet and nominal with packers asking 17½@18c and cities 14½c bid and 15c last paid; some sellers ask 16c now; mixed resalted kinds 12@14c.

**MISCELLANEOUS MARKETS**—Dry hides continue unchanged at 15@17c for all weights; horse hides are waiting at \$4.00@5.00 range; fronts quoted \$3.25@3.50 and butts \$1.40@1.50 asked. Packer pelts are quoted \$3.00@3.25 nominal; shearlings \$1.15@1.20 reported paid; dry stock 30@32c lately realized on woolskins; pickled skins are strong at \$6.50@9.25 doz.; hogskins 15@25c; strips 4@5c.

## New York.

**PACKER HIDES**—Rumored business in March city slaughter branded hides could not be confirmed. The situation is steady in tone due to being sold out to March on all descriptions. Killers expect stronger prices. Natives last sold at 12c but are held higher. Butts 12½c asked; Colorados 11½c; cows 9@9½c; bulls 8½@9c nominal.

**OUTSIDE PACKER HIDES**—One slaughterer sold about 4,000 Pacific coast steers at 10c and cows at 8c, being a slight appreciation. A car of Indiana packer all weight native hides sold at 9¾c f.o.b. Chicago packer all weights sold privately at a figure a trifle better than 9½c, brands not being included. Canadian packers are sold up close and not seeking business at the moment. Eastern all weight cows are listed at 9@9½c and steers at 11@11½c. Bulls are being secured at 8½c for good description.

**COUNTRY HIDES**—Nothing much is moving in country hides because of the lack of offerings. Sellers are decidedly bullish in their attitude toward the market and decline to offer on the present basis. Tanners are interested in securing current receipts of butts at 7½@7¾c and extremes at 9½@9¾c on average quality but locate little material available at such levels. Half grubby mid western extremes are held at 10c and grub free sold up to 11c. Southern range at 9¼@9¾c flat; Canadians 9¼@9¾c flat.

**CALFSKINS**—N. Y. market is slow. Three weights list nominally at \$1.70@2.25@3.20 last paid. Outside skins \$1.70@2.20@3.25 for Penn cities and others 10@30c less. At Paris calfskin auction declines of 18@26% registered despite rising exchange.

**FOREIGN WET SALTED HIDES**—Considerable activity continues in frigorifico descriptions of steers and cows at much stronger levels than prevailed a week ago. Slaughterers are moving material to both American and European buyers and demand seems quite broad. Sellers are moving material as fast as in sight and there are said to be infinitely small supplies unsold. Type hides have been a trifle slow to move but are quoted firmly. Recent business in standard varieties involved 4,000 Smithfields and 4,000 Swift LaPlatas steers at 15½c landed basis. In addition 5,000 LaBlancas, 5,000 Smithfields and 17,000 other varieties advanced to 15½c landed. In the Montevideo varieties 8,000 Artigas are reported sold at 16½c. About 2,500 Sansinena cows sold at 13½c or a quarter stronger. In type hides action is somewhat limited. A thousand Tucuman cows made 14c. Saladero steers recently ranged at 15@18c and cows at 12@14c for weights and descriptions. About 3,000 type kips 10@12 kilos sold at 15½c. Spot hides are quiet. Paris hide auctions this week declined 6 to 13½c.

## SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending March 22, 1924:

	CATTLE		Cor. week
	Week ending	Prev. week.	
	March 22.	March 22.	1923.
Chicago .....	38,795	34,660	28,677
Kansas City .....	21,194	21,328	23,517
Omaha .....	23,700	20,344	17,185
E. St. Louis .....	14,223	9,120	10,980
St. Joseph .....	7,461	7,702	8,307
Sioux City .....	7,226	7,191	6,233
Cudahy .....	745	828	718
Fort Worth .....	3,368	3,396	.....
Philadelphia .....	2,209	2,419	2,401
Indianapolis .....	2,167	1,893	1,564
Boston .....	1,716	1,600	1,264
New York & Jersey City .....	9,814	9,163	9,723
Oklahoma City .....	1,936	3,078	3,967

	HOGS.		Cor. week
	Week ending	Prev. week.	
	March 22.	March 22.	1923.
Chicago .....	128,472	164,461	154,700
Kansas City .....	20,453	34,124	63,603
Omaha .....	62,898	79,287	54,819
E. St. Louis .....	38,342	34,138	62,101
St. Joseph .....	21,024	30,612	44,524
Sioux City .....	47,739	45,976	47,933
Cudahy .....	12,849	15,336	17,046
Ottumwa .....	15,229	.....	15,153
Fort Worth .....	4,798	9,225	10,100
Philadelphia .....	19,360	23,503	22,035
Indianapolis .....	21,759	27,326	25,992
Boston .....	14,409	16,572	16,010
New York & Jersey City .....	61,453	62,501	54,150
Oklahoma City .....	4,173	4,838	13,349

	SHEEP		Cor. week
	Week ending	Prev. week.	
	March 22.	March 22.	1923.
Chicago .....	44,377	49,593	52,856
Kansas City .....	17,725	18,677	25,925
Omaha .....	40,275	23,491	38,471
E. St. Louis .....	3,927	6,568	2,604
St. Joseph .....	20,304	17,933	24,034
Sioux City .....	693	1,334	2,761
Cudahy .....	225	339	281
Fort Worth .....	1,660	896	.....
Philadelphia .....	5,503	4,290	2,065
Indianapolis .....	3,242	6,773	2,441
Boston .....	4,347	3,187	3,440
New York & Jersey City .....	39,394	37,741	33,684
Oklahoma City .....	.....	36	32

## CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending March 29, 1924, with comparisons, are as follows:

	PACKER HIDES.		Corresponding
	Week ending	Week ending	
	Mar. 29, '24.	Mar. 22, '24.	week, 1923.
Spread native	.....	.....	.....
steers .....	@16c	@16c	20@21c
Heavy native	.....	.....	.....
steers .....	13@14c	12b@14ax	18½@19c
Heavy Texas	.....	.....	.....
steers .....	12b @13ax	12b@13ax	@18c
Heavy butt	.....	.....	.....
branded	.....	.....	.....
steers .....	12½@13c	12½@13c	@18c
Heavy Colorado	.....	.....	.....
steers .....	11½@12c	11½@12c	@17c
Ex-Louis Texas	.....	.....	.....
steers .....	@ 9½c	@ 9½c	@13c
Branded cows, 8b	9@ 9½ax	8b 9@ 9½ax	@13c
Heavy native	.....	.....	.....
cows .....	11@11½c	11@11½c	15@15½c
Light native	.....	.....	.....
cows .....	10@10½c	@10½c	14½@14½c
Native bulls	@ 9c	@10c	@11½c
Branded bulls	@ 8c	8@8½c	@11c
Calfskin	@22c	22½@23c	@18c
Kip	@18½c	@18½c	16 @18½c
Stunks, regular	1.40@1.45	1.40@1.45	1.25@1.35
Stunks, hairless	40¢@40c	40¢@40c	35¢@75c

Light, Native, Butts, Colorado and Texas steers 1c per lb. less than heavies.

## CITY AND SMALL PACKERS.

	CITY AND SMALL PACKERS.		Corresponding
	Week ending	Week ending	
	Mar. 29, '24.	Mar. 22, '24.	week, 1923.
Natives all	.....	.....	.....
weights .....	@10c	@ 9½c	14 @14½c
Bulls, native	@ 8½c	@ 8½c	11½@12c
Branded hides	@ 7½c	@ 7½c	11½@12c
Calfskins	@18c	@18c	18@17c
Kip	@15c	@15c	15½@16c
Light calf	\$1.50@1.60	\$1.50@1.60	\$1.30@1.35
Stunks, regular	\$1.50@1.60	\$1.50@1.60	\$1.00@1.10
Stunks, hairless	.....	.....	.....
No. 1	.....35	@40c	35 @40c
No. 2	.....35	@40c	35 @70c

## COUNTRY HIDES.

	COUNTRY HIDES.		Corresponding
	Week ending	Week ending	
	Mar. 29, '24.	Mar. 22, '24.	week, 1923.
Heavy steers	9 @10c	9 @10c	12½@13½c
Heavy cows	8 @ 8½c	8 @ 8½c	12 @13c
Butts	8 @ 8½c	8 @ 8½c	12 @13c
Extremes	10 @10½c	10 @10½c	12½@13½c
Bulls	7½@ 8c	7½@ 8c	10 @10½c
Calfskins	14 @15c	14 @15c	14 @15c
Kip	12 @13c	12 @13c	13 @14c
Light calf	\$1.40@1.50	\$1.40@1.50	\$1.10@1.20
Deacons	\$1.20@1.30	\$1.20@1.30	\$0.90@1.00
Stunks, regular	\$0.90@1.00	\$0.90@1.00	\$0.60@0.75
Stunks, hairless	25 @30c	25 @30c	25 @30c
Horsehides	\$4.00@4.50	\$4.00@4.50	\$4.50@5.00
Hogskins	25 @30c	25 @30c	15 @20c

## SHEEPSKINS.

	SHEEPSKINS.		Cor. week
	Week end.	Week end.	
	Mar. 29, '24.	Mar. 22, '24.	week, 1923.
Large packers	.....	.....	.....
Small packers	3.35@3.50	3.35@3.50	3.00@3.40
Packers, shearlings	@1.15	@1.15	1.10@1.25
Country pelts	1.75@2.25	1.75@2.25	1.75@2.75
Dry pelts	28@31c	28@31c	27@31c



## ICE AND REFRIGERATION

### ICE NOTES.

Work on the new cold storage plant at Hayward, Cal., is nearing completion.

The National Ice & Cold Storage Co. will erect a new plant at Corona, Cal.

Orange Ice and Cold Storage Co., Orange, Cal. will build a \$15,000 addition to their plant.

The Beaumont Fruit Growers' Ass'n. will erect a cold storage plant at Beaumont, Cal.

It is rumored Bandon, Ore. is to have a cold storage plant.

### BRITISH FROZEN MEAT TRADE.

Great Britain imported 925,132 tons of frozen and chilled meat in 1923, according to the 36th annual "Review of the Frozen Meat Trade, 1923," issued by W. Weddel & Co., Ltd.

This importation represents an increase of 12.8% over 1922, and in increase of nearly 25% over the last complete pre-war year.

Attention is called to the fact that supplies of meat from the British Dominions

are decreasing and foreign supplies are rapidly increasing, only 28% of the beef and lamb imported coming from within the Empire.

The imports of pig products amounted to 531,659 tons, an increase of 30.9% over the previous year.

The total export output of beef, mutton and lamb by the freezing works of the world in 1923 is estimated at 1,140,800 tons, the highest output since 1918.

Meat available for consumption in Great Britain and Ireland in 1923 was estimated to total 2,000,000 tons. The proportion of imported meat to the quantity consumed in the United Kingdom was 46.7% in 1923 as compared with 40% in 1913.

The cattle and sheep situation in the principal livestock producing countries of the world, and world prospects for consumption of the available output, are reviewed.

In conclusion, the report states: "The general political and industrial outlook is far too uncertain for any attempt to be made to forecast the course of prices this

year. As so much depends upon the outcome of events looming on the horizon, both in this country and on the Continent, to do so would amount to nothing more than a leap in the dark."

Supplementing the report are charts of prices and imports of frozen and chilled meats, 1904-1923; a list of the British-owned steamers fitted with refrigerating machinery, and their capacity; and a list of cold stores in the United Kingdom suitable for holding stocks of frozen meats.

### INSTITUTE PLAN PROGRESS.

(Continued from page 28.)

salt curing, soaking and smoking, receipt and proper care of hogs in plant pens, methods of proper restraint for slaughtering, et cetera. Other volumes to follow.

"An index has been prepared of practical articles available for references in several sources, so that any member desiring information on any operating subject which has been written up can learn where to find the material by writing the Bureau."

The future work of the Committee on Practical Research was taken up by Mr. Harris.

"The committee intends to start on a fundamental and basic investigation of practical subjects for the entire industry," he said. "We expect to prepare volumes on Beef Operations, Small Stock Slaughter, and Manufacturing Operations in Allied Lines, touching on such topics as the manufacture of hams, sausage, glue, oleomargarine, and oils. This information will be available to every member of the Institute for the asking. The committee will undertake shortly a survey of operations in plants of all sizes in various packing centers."

### Development of Educational Work.

Mr. Oscar G. Mayer, Chairman of the Committee on Industrial Education, gave an enthusiastic report on the development and progress of the educational program which resulted in the creation last September of the Institute of Meat Packing, which is conducted by the University of Chicago and the Institute of American Meat Packers in co-operation.

"The educational work is now on a firm foundation," Mr. Mayer stated. "Approximately three hundred men have enrolled in the courses being given by the Institute of Meat Packers, and by evening classes at Chicago and by correspondence elsewhere. We can speak of the educational program in terms of assured effectiveness and success. Remarkable progress has been made, both by the collection of informative data which will be of immeasurable value to the industry as a whole, and by increasing the standing of the industry, for the meat packing industry is the first to attempt so firm and effective a means of utilizing education. The packing industry undoubtedly has gained additional esteem in industrial circles from this step. Both the packer who will profit from the training which his men receive from the courses, and the student who is being given a means of increasing his value to his employer, will share the benefit of the program."

Emery T. Filbey, Director of the Institute of Meat Packing, followed Mr. Mayer and explained the problems which the Institute of Meat Packing has had to solve.

"Our first task," he said, "was to obtain enough registrations to justify the work. We feel that we have been very fortunate in this respect. Employees of the industry have shown keen interest in the opportunity to avail themselves of the instruction. We have not attempted to enroll as many men as possible merely

## Cold Storage Insulation

All Kinds of Refrigerator Construction

JOHN R. LIVEZEY

Glenwood Avenue  
West of 22nd St.

PHILADELPHIA, PA.

## BANNER ROCK WOOL

## JACKET INSULATION

BANNER ROCK PRODUCTS CO.

ALEXANDRIA INDIANA.

FIRE PROOF AND FLEXIBLE  
FOR TANKS-VATS-DRYERS-  
ROLLERS-ANYTHING HOT  
Write for Information



## Freezer and Cooler Rooms for the Meat and Provision Trade

Specialists in CORK INSULATION

Details and Specifications on request

207 E. 43rd St.

Morrow Insulating Co., Inc.

NEW YORK



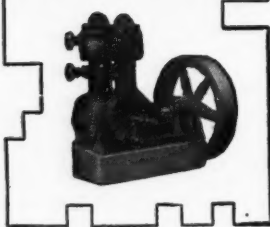
The Key that  
Unlocks the Door  
to INCREASED PROFITS

THOUSANDS of York Machines have paid for themselves, and are now earning substantial dividends for their owners. These machines are designed for service, built of the best materials for the purpose, thoroughly tested and rigidly inspected before shipment. They are self-contained, require very little attention and do not require a skilled operator. There is probably no other equipment you can buy that will be a greater help in increasing your profits than a York Refrigerating Machine.

YORK MANUFACTURING CO.

(Ice Making and Refrigerating Machinery Exclusively)

YORK - - - - - PENNA.



### BRANCH OFFICES

Toronto	Cincinnati	Denver
Boston	Atlanta	New Orleans
Brooklyn	Chicago	Houston
Philadelphia	Omaha	Los Angeles
Pittsburgh	St. Louis	San Francisco
Cleveland	Kansas City	Seattle



to make a good showing. We have tried to encourage the serious men only, those who can actually profit by the instruction.

#### The Men and Material.

"The question of text books and instructional material was our next problem. There was little material available for our purposes when we first started to work, but, through the whole hearted co-operation of the Institute and many individuals who have aided in this work, we were able to assemble sufficient material to fill our immediate needs. Much of this will eventually be published in book form after the material has been augmented and properly assembled.

"In attempting to find instructors for the courses, we were again confronted with a great problem. We had, in the University, men who could teach the subjects efficiently, but who lacked a knowledge of the packing industry, and were not able to apply their experience in as practical a manner as we might wish. There were, of course, men in the packing industry who were thoroughly familiar with the subjects, but who lacked teaching experience. Finally, however, we were able to enlist the services of men in the industry who had had the necessary experience from both ends, and were able to proceed in a very satisfactory manner. We have been aided greatly by lecturers from the packing house who supplemented the regular instruction with practical talks on important subjects.

#### For the Day Classes

Director Filbey also outlined the instruction which is to be offered the students in the four-year courses which are to be started next October at the University of Chicago, under the Institute of Meat Packing. The students probably will receive a good general education in the first two years. Specialization will be begun in the third year. The fourth year will be highly specialized, according to Dean Filbey's report.

"The student who is a graduate from the day courses will have gained a practical background for the work he undertakes in the industry. He will have obtained a practical packing slant, and will be well prepared to begin packinghouse work."

Several suggestions have been received for additional courses, Dean Filbey said. Foreign Trade and Practical Statistics are the courses which have been proposed, and which are to be considered by the Committee on Educational Plans. Suggestions for other courses will be welcomed by the Committee.

#### An Operating Man's View

Myrick D. Harding was asked to present the operating man's views of the educational program. He sketched the benefits which the student in the Institute of Meat Packing will gain from so practical and broad a course of study.

"It used to be hard for a young man to learn the practical end of the business," he said, "because most of the valuable information was kept secret. This has changed, however, in the last few years, and today the young man is given every opportunity to learn all angles of the meat packing business. It used to take us five years to get any kind of an appreciation of the industry; the man who has studied these courses will be able to learn as much in one year. Some of us have needed a life time to learn the packing business, but these young men who have been able to cultivate a packing house sense and packing house intuition should move on much faster."

Mr. Harding said that he had talked with many of the men who are now taking the courses, and that he found them hungry for more information on the practical end of the business. He also emphasized the need for more data, and suggested that the bureaus of the Institute bend every effort to compile as much val-

## SUMMER SAUSAGE DRYING

By the Scientific Method of  
**Air Conditioning**  
A Product of Unparalleled Quality



is assured day in and day out regardless of outdoor weather conditions.

We design, manufacture and install complete equipment for all branches of air conditioning and Brine Spray Refrigeration in Packing Houses and invite correspondence prior to consultation and service.

The Successful Systems are Webster Systems

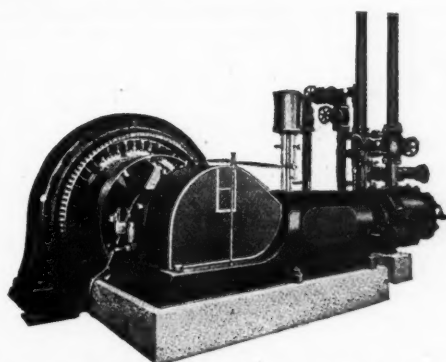
**ATMOSPHERIC CONDITIONING CORPORATION**

Singer Bldg.,  
New York

Lafayette Bldg.,  
Philadelphia

Monadnock Block  
Chicago

6



300 ton direct connected Electric Driven De La Vergne High Speed Machine

## De La Vergne Ice & Refrigerating Machines

De La Vergne high speed horizontal machines have been in actual use longer than any other design. The patented auxiliary suction port is a great advantage, not only increasing the efficiency but insuring perfect lubrication.

De La Vergne medium and low speed machines are also offered to suit any requirements.

Send for our bulletins

## De La Vergne Machine Company

931 East 138th St.

New York City

### Branch Offices:

Philadelphia, Pa.  
Kansas City, Mo.  
Houston, Texas  
St. Louis, Mo.  
El Paso, Texas

Jacksonville, Fla.  
San Francisco, Cal.  
Havana, Cuba  
Honolulu, T. H.  
Tokio, Japan

Los Angeles, Cal.  
Mexico City, Mexico  
Buenos Aires, Arg.  
S. Am.  
Tampa, Fla.

uable information as possible.

"There has been more evolution in the packing industry during the last five years than in the previous thirty," Mr. Harding continued. "There will probably be more in the next five years than in the last five. There is a great opportunity for the student of the Institute of Meat Packing whose mind has been trained along packinghouse lines."

It is the purpose of the Institute Plan to assemble material which not only will tell how things are done in the packing house, but also will tell the reasons why, so that the industry may proceed on a scientific basis, Mr. Harding added.

In concluding, Mr. Harding stated that he thought the founding of the Institute of Meat Packing the most important forward step the industry had ever taken.

#### The Views of Others.

The chairman then invited further comment from other men who were familiar with the educational plans. L. D. H. Weld said that he was very well pleased with

the progress which had been made, and said that the work was on a substantial basis, having advanced much more rapidly than had seemed possible a year ago.

H. G. Ellerd predicted that the enrollment for the spring quarter of the evening classes, which start on March 31, would be surprising and gratifying. Regarding the students' attitude toward the courses, Mr. Ellerd said: "I am sure that the men are very well satisfied with the instruction. Letters which I have received from some of the men indicate that they regard their time as exceedingly well spent. There has been little criticism from the students. They are eager for more instruction."

E. A. Cudahy, Jr., stated that he was very well satisfied with the plan, that a relatively large number of men from The Cudahy Packing Company were taking the courses. "This," said Mr. Cudahy, "shows what we think of it. If at any time any company shows more registrations than ours, we intend to try to in-

terest additional men from our organization."

#### Words from Packers.

A word in favor of the practical courses was offered by R. S. Sinclair. "I consider these courses the most valuable work ever started in the industry," he said. "We need even more practical courses. They make a valuable background for the student. I feel free in predicting that the men who have had this training will be able to accomplish in five years what it took some of us twenty-five or thirty years to learn."

Mr. Harding spoke again to propose that a representative of the Institute of Meat Packing visit as many packing centers as possible to explain the courses and

the advantages of the instruction offered by correspondence to employees of packing companies outside of Chicago. The chairman said that this would be possible.

Howard R. Smith of Baltimore spoke briefly, stating that the students with whom he had talked had seemed well satisfied with the courses. He added that he thought the work of the Institute of Meat Packing was "wonderful," the best that had ever been started in the industry. He also recommended that government inspectors be invited to attend the classes, to give them an opportunity to learn more about the industry as an aid to their work.

G. F. Swift, Chairman of the Committee on Building Plans, advised that there had been no new developments on the plans to build a home for the Institute

since the convention. He reviewed the points which had led the committee to feel that the building should be located at the Stock Yards in Chicago. The belief that visiting packers would find such a site more convenient, high property values down town, and the convenience of a stock yards location to research workers and students at the Institute of Meat Packing, were factors in the decision according to Mr. Swift.

#### Progress of Scientific Research.

The subject of scientific research was introduced by Arthur Lowenstein, Chairman of the Committee on Scientific Research. He stated that an important task of the committee had been to find a director for the bureau, and that, since Dr. W. Lee Lewis had come to the Institute as director of the Bureau of Scientific Research, much progress had been made toward indexing the problems which would be attacked. Mr. Lowenstein outlined the work being done on ham souring through the research fellowship at the University of Chicago, and stated that a summary of the work would be sent to members of the Institute in bulletin form within several days.

"Although the work in scientific research has only started," Mr. Lowenstein said, "we feel safe in saying now that there is much data to come which will be of great interest to the industry."

"Results of the hide tests being made in co-operation with the National Tanners' Council will be forthcoming as soon as the hides have been processed fully and tested, Mr. Lowenstein stated.

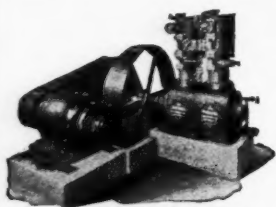
#### Research Head Gives Views.

Dr. Lewis supplemented Mr. Lowenstein's remarks with a statement on the research program and its possibilities. "I was greatly impressed by two things when I came to the Institute," Dr. Lewis said. "I was impressed by the progress which the committee had made, and was also impressed by what remains to be done. After a study of the definite problems which confront us, we have been able to choose from them the most important."

"Some of the early problems to which our attention will be directed are: 'Causes and Prevention of Moulds in Meat Products'; 'Causes and Prevention of Slime in Meat Products'; 'A study of the Better Utilization of Such Products as Hair, Horns, Hoofs, and Cracklings'; and 'The Changes in Meat During Freezing and Thawing'."

"In addition to these problems, we must consider the proposition of a laboratory. There are certain special problems which can be worked out only in an Institute laboratory, or in one controlled by the Institute."

Dr. Lewis outlined several plans by which certain work might be carried on in a co-operative laboratory maintained by



**PHOENIX**  
ICE MACHINE

## Make Sausage With Your Own Ice and Save Money

The Phoenix Ice Machine makes ice in small capacities in addition to furnishing refrigeration.

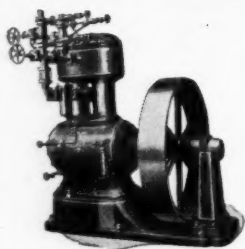
A very small investment in ice cans, piping and space, together with a Phoenix Ice Machine will provide ample ice to be used in making your sausage and other needs around the plant.

Let us tell you more about our economical plan. Write

**The Phoenix Ice Machine Co.**

2700 Church Ave.

CLEVELAND, O.



## Don't Delay Be Practical

Save time and labor and get better results for your refrigerating requirements by installing



### MECHANICAL REFRIGERATION

Forty years of cumulative knowledge is built into every Frick installation. Write for list of users in your vicinity—inspect some of the plants and talk to some of the owners. It will pay you to investigate.

Send for a copy of our booklet "Ice and Frost" by Jack Frost himself.

**Frick Company**  
WAYNESBORO, PA. U.S.A.  
ICE MACHINERY SINCE 1882

#### BRANCHES

New York, N. Y. Pittsburgh, Pa.  
Philadelphia, Pa. Atlanta, Ga.  
Baltimore, Md. Dallas, Texas  
Charlotte, N. C. Memphis, Tenn.

#### DISTRIBUTORS:

Chicago, Ill.	St. Louis, Mo.	Boston, Mass.	San Antonio, Texas	Los Angeles, Cal.
Detroit, Mich.	Indianapolis, Ind.	Brooklyn, N. Y.	Palatka, Fla.	Seattle, Wash.
Buffalo, N. Y.	Minneapolis, Minn.	Cincinnati, O.	Columbus, O.	Portland, Ore.
Pittsburgh, Pa.	Baltimore, Md.	New Orleans, La.	Ogden, Utah	Spokane, Wash.
Memphis, Tenn.	Philadelphia, Pa.	New Haven, Conn.	Cleveland, O.	Grand Rapids, Mich.
New York, N. Y.	Wilkes-Barre, Pa.	Denver, Colo.		

## LITTLE GIANT ICE BREAKERS

Made in 26 different types and sizes ranging in capacity from 20 lbs. per minute to 60 tons per hour.

Built to last of sturdy 2 piece housing—Patented removable Diamond point double cutting picks reduce power required and produce a uniform run of size with practically no snow ice.

Grates furnished for various sizes of ice.

It will pay you to become acquainted with Little Giant Ice Breakers. There is a size for every purpose.

## Cheaper, Cleaner, Better Ice

Little Giants have simplified the ice question. They deliver a uniform run of ice with practically no snow ice. They save time and labor, and operate with little power. The Little Giant way is the clean, sanitary way.

Thousands of Little Giants, in every state of the Union are faithfully producing ice for all types of commercial ice users.

You will find a size of Little Giant that will do your ice work as you have never had it done before. Cut down your ice bill and make your ice go farther and serve better.

Our engineers will be glad to advise you as to the best type for your needs and will aid you in planning your installation.

Write today for Bulletin R which tells you all about this better way of handling your ice.

## Micro Machine Company

Bettendorf

Iowa

the Institute and shared by some allied industry, but added that this plan and other suggestions had not yet reached a definite stage. Dr. Lewis also mentioned the work being done on ham souring through the Arthur Lowenstein Research Fellowship. "I consider this work the most thorough that has ever been done on this subject," he stated.

#### Among Those Present.

The following men were present at the meeting: James S. Agar, Agar Packing and Provision Company; J. H. Agnew, Wilson & Company; A. H. Carver, Swift & Company; E. A. Cudahy, Jr., The Cudahy Packing Company; R. F. Eagle, Wilson & Company; E. G. Ellerd, Armour & Company; Tage U. Ellinger, Armour and Company; F. J. Gardner, Swift and Company; J. F. Gearen, Jr., The Cudahy Packing Company; W. H. Gausselein, Mutual Sausage Company; Fred Guggenheim, Guggenheim Bros.; Wesley Hardenbergh, Bureau of Public Relations; M. D. Harding, Armour and Company; J. P. Harris, Bureau of Practical Research; J. A. Hawkinson, Allied Packers, Inc.; A. E. Hayes, Hately Brothers; W. Lee Lewis, Bureau of Scientific Research; Arthur Lowenstein, Wilson & Company; R. D. MacManus, Armour and Company; Harry Manaster, Harry Manaster & Bro.; Oscar G. Mayer, Oscar Mayer & Company; D. W. Martin, Bureau of Merchandising; Myron McMillan & Company; E. C. Merritt, Indianapolis Abattoir Company; C. Robert Moulton, Bureau of Nutrition; H. Roehling, Cudahy Bros. Company; R. S. Sinclair, T. M. Sinclair and Company; Howard Smith, Shafer & Company; G. F. Swift, Swift & Company; L. M. Tolman, Wilson & Company; Paul Trier, Arnold Bros.; R. W. Trotter, Boyd, Lunham & Company; L. D. H. Weld, Swift & Company; A. D. White, Swift & Company; F. Edson White, Armour and Company; Thomas E. Wilson, Wilson & Company; E. B. Wilson, Bureau of Public Relations; W. Woods, Secretary, Institute Plan Commission; R. E. Yocum, The Cudahy Packing Company.

#### CLASSES IN MEAT PACKING

Although the Institute of Meat Packing, which is offering evening and correspondence courses in meat packing to employees of the packing industry, has had its doors open to students for less than six months, 196 students had registered for one or more courses before March 15, according to a statement by E. T. Filbey, Director of the Institute of Meat Packing.

Since many of the students registered for more than one course, the total number of course registrations is 319. Eight different courses have been offered for the evening study, and four for correspondence work with an average of twenty-six students in each course.

Four new evening classes will be offered in the Spring quarter which begins March 31; a like number of new courses in correspondence will be available on April 1.

Although all students in the evening courses are from Chicago, sixteen states are represented in the correspondence enrollment, in addition to three foreign countries, England, Scotland, and the Canal Zone, each of which has contributed one student.

#### Popularity of Courses

The "Superintendency" courses have had the largest enrollment in both quarters of evening study, and in the first group of correspondence subjects. "Economics" drew the second largest registration in all three instances.

Sixty-three packing companies, including branches of certain companies, are represented on the roster of the school. Wilson & Co. leads all other packers in

the number of company registrations in the evening courses, while the Cudahy Packing Company is represented by the most men in correspondence.

The registration list includes two women, both of whom are taking the evening courses. Twenty-four of the students enrolled so far are college graduates. Thirty-four have had some college work. The others are all employees of mature experience in the industry. Thirty-five men chose to take two evening courses at one time. Several students registered for three and four courses in one quarter.

Figures on Spring quarter registration are not yet available since one week of registration still remains. Dean Filbey estimates that the enrollment will far exceed that of either of the first two terms. Sixty-nine registrations have been received from employees of one Chicago company, as a result of a meeting held to tell the men more about the courses. Similar meetings have been and will be held in several other plants.

#### New Courses

Four new courses, Packinghouse Finance, Marketing of Meat Products, Meat Operations, and Accounting, will be started on March 31. Classes are held in Room 1107, 116 South Michigan Avenue, from 7 to 9 p. m. The courses mentioned above are held once a week under the following instructions and on the evenings named: Marketing of Meat Products, E. N. Wentworth and Tage U. Ellinger, Monday; Packing-House Finance, S. P. Meech, Tuesday; Accounting, T. O. Yntema, Wednesday; Meat Operations, Guy L. Noble, Thursday.

For the convenience of any men who were unable to register during the week

of March 17, additional registration hours have been provided on March 31 to April 3, inclusive, from 6 to 7 p. m. Room 602, 116 South Michigan Avenue, is the registration place. Anyone wishing to register by mail may do so by writing to University College, The University of Chicago, for a registration blank. Bulletins describing the courses in detail can be obtained in the same manner.

#### PACKING PLANT VACATIONS.

One week vacations with pay have been granted to Swift & Company plant employees for the spring, summer and autumn of 1924, in continuation of the 1923 vacation plan.

Such vacations will be restricted to male employees of five years' continuous service, and to women of three years' service.

Replying to a request of the plant assembly that the plan be continued, Swift & Company said:

"While the expense involved in the vacation plan is large, nevertheless, in view of the desire of the employees for its continuance, and recognizing the co-operation of the employees in the adjustments necessary to carry out the plan, Swift & Company is willing to continue the plan for the year 1924.

"With regard to the future, unless unforeseen business conditions arise which would make it impossible, the company will be glad to continue the plan thereafter, provided the plan is appreciated and the co-operation of the employees continues to make possible its renewal from year to year."

#### WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, March 27, 1924, as follows:

Fresh Beef—				
STEERS:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Choice .....	\$18.00@19.00	.....	\$18.00@19.00	\$18.00@19.50
Good .....	16.50@17.50	\$15.50@16.00	16.00@18.00	15.00@16.50
Medium .....	14.00@16.00	13.50@14.50	14.00@16.00	14.00@15.00
Common .....	12.50@14.00	12.50@13.00	13.00@14.00	12.00@14.00
COWS:				
Good .....	11.50@12.50	12.00@13.00	13.00@14.00	.....
Medium .....	10.50@11.50	10.50@11.50	11.50@12.50	11.00@12.00
Common .....	9.00@10.00	10.00@10.50	10.50@11.50	10.00@11.00
BULLS:				
Good .....	.....	.....	10.00@11.00	.....
Medium .....	.....	.....	9.50@10.00	.....
Common .....	8.25@ 8.50	.....	8.50@ 9.00	.....
Fresh Veal*—				
Choice .....	18.00@19.00	.....	19.00@22.00	.....
Good .....	16.00@17.00	.....	17.00@19.00	18.00@20.00
Medium .....	13.00@15.00	12.00@13.00	15.00@17.00	15.00@17.00
Common .....	10.00@12.00	9.00@11.00	11.00@14.00	11.00@14.00
Fresh Lamb and Mutton—				
LAMB:				
Choice .....	28.00@29.00	27.00@28.00	27.00@29.00	28.00@29.00
Good .....	26.00@27.00	26.00@27.00	26.00@28.00	27.00@28.00
Medium .....	24.00@25.00	25.00@26.00	25.00@26.00	26.00@27.00
Common .....	22.00@23.00	.....	.....	.....
YEARLINGS:				
Good .....	.....	.....	.....	.....
Medium .....	.....	.....	.....	.....
Common .....	.....	.....	.....	.....
MUTTON:				
Good .....	18.00@19.00	20.00@21.00	19.00@20.00	22.00
Medium .....	16.00@17.00	18.00@19.00	18.00@19.00	20.00@21.00
Common .....	12.00@14.00	.....	15.00@17.00	.....
Fresh Pork Cuts—				
LOINS:				
8-10 lb. average .....	15.00@16.00	15.50@16.00	15.00@16.50	14.00@16.00
10-12 lb. average .....	14.00@15.00	15.00@15.50	14.50@15.50	14.00@15.00
12-14 lb. average .....	13.00@14.00	13.50@14.50	14.00@15.00	13.00@14.00
14-16 lb. average .....	12.00@13.00	13.00@14.00	13.00@14.00	12.00@13.00
16 lbs. over .....	11.00@11.50	12.00@13.00	12.00@13.00	.....
SHOULDERS:				
Skinned .....	9.00@ 9.50	.....	9.00@11.00	9.00@10.00
PICNICS:				
4-6 lb. average .....	8.50@ 9.00	10.00@11.00	9.00@10.00	.....
6-8 lb. average .....	8.50@ 9.00	9.50@10.00	8.00@ 9.00	9.50@10.00
BUTTS:				
Boston style .....	11.00@13.00	.....	12.00@13.00	11.00@13.00

\*Veal prices include "hide on" at Chicago and New York.



# Chicago Section

Frank Kohrs, secretary-treasurer of the Kohrs Packing Co., Davenport, Ia., was in Chicago this week.

President P. A. Jacobson of the Interstate Packing Co., Winona, Minn., called on his Chicago friends this week.

Jay C. Hormel, vice president of Geo. A. Hormel & Co., Austin, Minn., spent a few days in the city this week.

Myron McMillan, secretary and treasurer of the J. T. McMillan Co., St. Paul, Minn., was a Chicago visitor during the week.

Isaac Powers, vice president and manager of the Home Packing & Ice Co., Terre Haute, Ind., came up to the city this week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 32,457 cattle, 16,408 calves, 89,199 hogs and 30,067 sheep.

J. Louis Grauman, sales manager of the E. Kahn's Sons Co., Cincinnati, Ohio, was in Chicago last week. Mr. Grauman is one of the "live wires" of the packing-house sales field.

Swift & Company's sales of carcass beef in Chicago, for the week ending Saturday,

March 22, for shipment sold out, ranged from 7.00 to 20.0 cents per pound, averaged 12.96 cents per pound.

John W. Hall "started something" when he began to issue his special bulletins on constructive subjects. The packer who is not giving him cooperation in this particular is overlooking some very valuable work.

Provision shipments from Chicago for the week ending March 22, with comparisons, were as follows:

	Last week.	Prev. week.	Last year.
Cured Meats, lbs.	16,265,000	19,176,000	14,517,000
Canned Meats, cases	10,252	7,942	8,440
Fresh Meats, lbs.	34,192,000	32,960,000	26,228,000
Pork, bbls.	508	287	5,553
Lard, lbs.	13,679,000	13,680,000	11,368,000

## "READY-TO-SERVE" MEETING.

The second of the series of meetings being held by the Meat Council of Chicago, promoting the "Ready-to-Serve" Campaign, will be held in Woodlawn on Wednesday evening, April 9, in the Masonic Temple, University Avenue and 64th Street. The committee in charge of attendance, which is headed by several well-known South Side business men, is taking hold of the proposition with a will,

and present plans are to make this the most successful meeting the Chicago Meat Council ever held.

The speakers on this programme will be men who are versed in every phase of the meat industry. They will deliver interesting talks from which every man in attendance can gain something of value. Among those who are on the programme are P. D. Armour, first vice-president of Armour and Company; Mr. J. A. Hawkinson, president of Allied Packers; Bismarck Feilchenfeld, prominent retail dealer; R. C. Pollock, managing director of the National Live Stock and Meat Board, and R. H. Gifford, of Swift & Company.

The "Ready-to-Serve" feature will be presented at this meeting along the same lines that were employed at the meeting on February 6. The "Ready-to-Serve" idea is gaining the attention of retailers all over the United States. It is practical and sound, and appeals to every man in the retail meat business.

The programme committee has provided for refreshments at this meeting. No efforts are being spared to bring out a large attendance.

## SUCCESSFUL SELLING.

(Continued from page 26.)

Picture this "dumb-bell" insulting the intelligence of the trade anywhere, and coming in filled with grief and complaints and failure, and you can then picture with appreciation and pleasure the bright, clever, positive chap, filled with knowledge of all these things—sold on his own proposition or he wouldn't have the job; on his toes and ready for anything, brimming with enthusiasm.

To him each new prospect sold is simply a skirmish in the big battle for success; he conquers as he goes; he spends limited time on conquered soil; order-takers look after that.

He comes in with orders and new business, not complaints.

He is a salesman, and he knows his stuff.

Again let it be said, "Verbum sap!"

[Another article by Mr. Merritt on the same subject will appear in an early issue.]

**H. C. GARDNER F. A. LINDBERG**  
**GARDNER & LINDBERG**  
**ENGINEERS**  
Mechanical, Electrical, Architectural  
SPECIALTIES, Packing Plants, Cold Storage,  
Manufacturing Plants, Power Install-  
ations, Investigations  
1134 Marquette Bldg. CHICAGO

**H. P. Henschien R. J. McLaren**  
**HENSCHIE & McLAREN**  
Architects  
1637 Prairie Ave. Chicago, Ill.  
**PACKING PLANTS AND COLD STORAGE**  
**CONSTRUCTION**

**M. P. BURT & COMPANY**  
**Engineers & Architects**  
Packinghouse and Cold Storage Designing—  
Consultation on Power and Operating Costs,  
Curing, etc. You Profit by Our 25 Years' Ex-  
perience. Lower Construction Cost. Higher  
Efficiency.  
206-7 Falls Bldg., MEMPHIS, TENN.

**Fred J. Anders Chas. H. Reimers**  
**Anders & Reimers**  
ARCHITECTS  
ENGINEERS  
314 Erie Bldg. Packing House  
Cleveland, O. Specialists

**PACKERS ARCHITECTURAL & ENGINEERING CO.**  
WILLIAM H. KNEHANS, Chief Engineer  
**ABATTOIR PACKING AND COLD STORAGE PLANTS**  
Manhattan Building, Chicago, Ill. Cable Address, Pacarco

**LEON DASHEW**  
**Counselor At Law**  
15 Park Row New York

## Position Wanted

As assistant to packinghouse executive, superintendent or foreman who wants ready and reliable information from the world's best packinghouse authorities.

Apply for

## "The Packers Encyclopedia"

Price \$12.00 in U. S., \$12.25 in other countries, postpaid

Published by

**The National Provisioner**

OLD COLONY BLDG.

CHICAGO, ILL.

**C. W. Riley, Jr.**  
**BROKER**  
2109 Union Central Bldg., Cincinnati, O.  
Provisions, Oils, Greases and Tallow  
**Offerings Solicited**

**H. N. Jones Construction Co.**  
Engineers  
San Antonio, Texas  
**Designs and Builds**  
**Packing Houses**  
30 Years Experience

George F. Pine Walter L. Munnecke  
**Pine & Munnecke Co.**  
**PACKING HOUSE & COLD STORAGE**  
**CONSTRUCTION; CORK INSULATION &**  
**OVER HEAD TRACK WORK.**  
10 Marquette Bldg. Detroit, Mich. Phone: Cherry 3750-3751

## CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending March 20, 1924, with comparisons.

## BUTCHER STEERS.

	1,000-1,200 lbs.	Week ended Mar. 20.	Same week 1923.	Week ended Mar. 13.
Toronto		\$ 8.00	\$ 8.00	\$ 7.75
Montreal (W)		7.00	7.50	7.37
Montreal (E)		7.00	7.50	7.37
Winnipeg		6.25	6.25	6.25
Calgary		6.00	6.15	6.25
Edmonton		6.25	6.00	6.25

## VEAL CALVES.

Toronto	12.50	15.00	12.00
Montreal (W)	9.00	10.00	11.00
Montreal (E)	9.00	10.00	11.00
Winnipeg	10.00	10.00	10.00
Calgary	6.00	5.00	6.00
Edmonton	7.50	8.00	7.50

## HOGS.

Toronto	9.05	11.00	8.80
Montreal (W)	9.00	10.50	9.00
Montreal (E)	9.00	10.50	9.00
Winnipeg	7.81	9.90	8.08
Calgary	6.60	8.91	8.87
Edmonton	7.40	9.90	7.40

## GOOD LAMBS.

Toronto	15.50	16.00	16.00
Montreal (W)	12.50	11.50	12.00
Montreal (E)	12.50	11.50	12.00
Winnipeg	13.00	11.50	13.00
Calgary	12.75	11.50	13.00
Edmonton	12.00	11.00	12.00

## IRVING S. PAULL RESIGNS.

Announcement is made by the Department of Commerce of the resignation of Irving S. Paull, who has served that Bureau as Chief of the Division of Domestic Commerce since July, 1923. Mr. Paull will remain in Washington, resuming his practice as consulting business analyst, in which capacity he has an intimate contact with the production and distribution problems of many large industries.

Mr. Paull was selected to organize the new Domestic Commerce Division when Congress authorized its establishment. With the consent of a large national retail organization, which held an unexpired contract for his services, Mr. Paull accepted the appointment for a period not to exceed one year.

As a well-known business analyst he brought to the new division an accumulation of years of experience, as well as helpful contacts developed while he was serving as Secretary of the Joint Commission of Agricultural Inquiry. His experience in this latter work has proven valuable in organizing the new division and in initiating a number of important studies of the problems of domestic commerce, especially with reference to the possibility of eliminating waste in distributive processes.

Under his guidance the Domestic Commerce Division has been organized and the work received an impetus which gives promise of helpful service to American industry.

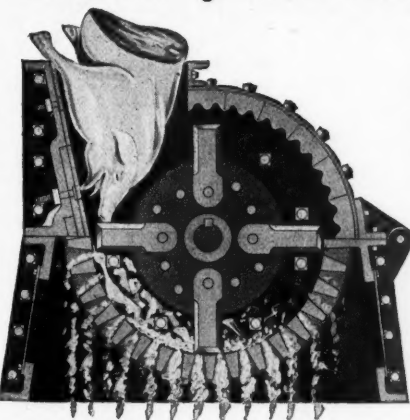
## DOMESTIC COMMERCE CHIEF.

Secretary of Commerce Hoover has announced the appointment of Henry H. Morse, present chief of the Specialties Division of the Bureau of Foreign and Domestic Commerce, as chief of the Division of Domestic Commerce of that Bureau, to succeed Irving S. Paull, who has tendered his resignation, effective April 1.

As organizer and chief of the Specialties division and as general advisor to the Bureau on matters of export technique, Mr. Morse has rendered invaluable service to the specialties trade and export industries in general. It is felt that his wide experience in both the foreign and domestic fields, covering all the complex problems of advertising and distribution, have ideally fitted him for his new position.

Mr. Morse attended Harvard University and is well known in business circles, having been associated for many years as export and general sales manager of the Regal Shoe Company of Boston, chair-

## For Dry or Wet Rendering



GRUENDLER BONE & CARCASS CRUSHERS are standard equipment in hundreds of packing and rendering plants. Makes the most uniform product, crushes finer, no clogging, very heavy and powerful construction with flexible hatchet-like hammers.

No chance for breakage due to foreign material getting into same. The best crusher that money can buy.

## RECENT USERS

White Provision Co., Atlanta, Ga.  
H. L. Handy Co., Springfield, Mass.  
Danahy Packing Co., Buffalo, N. Y.  
Elliot & Co., Duluth, Minn.  
Kroger Grocery & Baking Co., Cincinnati, Ohio.  
H. K. Webster Co., Lawrence, Mass.  
Blaney-Murphy Co., Denver, Colo.  
Arabi Packing Co., Arabi, La.  
Eckert Packing Co., Henderson, Ky.  
Pittsburgh Pkg. & Prov. Co., Pittsburgh, Pa.  
James C. Sandy, Callan, Ireland.

Also manufacturers of dry bone and fertilizer pulverizers, crackling grinders, soap powder pulverizers, single and double roll coal crushers, rock crushers and pulverizers, elevating, conveying and screening machinery.

## REPRESENTATIVES

1269 Broadway, N. Y.; 1011 Chestnut St., Philadelphia, Pa.; 686 Howard St., San Francisco, Cal.; 608 South Dearborn St., Chicago, Ill.; Arrott Bldg., Pittsburgh, Pa.

## Gruendler Patent Crusher &amp; Pulv. Co.

932 N. 1st St. Est. 1885 St. Louis, Mo.

man of the Boston export round table, chairman of the Committee on Trade Extension of the Boot and Shoe Manufacturers Association, chairman of the advisory committee on foreign manufactures, and director of the Chamber of Commerce of the U. S. A.

Under the appropriation of Congress for the possibilities of eliminating waste in merchandising and distributing commodities within the United States, the Division of Domestic Commerce was organized in July, 1923, with Mr. Paull as chief. With the hearty cooperation of large industrial groups, the basic groundwork of its program has been laid and under the direction of Mr. Morse, it is expected that the division will prove of signal service to the American industrial community.

## CHICAGO LIVESTOCK.

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Mar. 17	23,330	3,648	68,960	16,663
Tues., Mar. 18	19,203	5,601	24,317	15,955
Wed., Mar. 19	6,963	2,325	21,724	11,475
Thurs., Mar. 20	12,109	5,553	39,173	12,366
Fri., Mar. 21	4,592	1,277	45,524	8,379
Sat., Mar. 22	168	167	6,324	5,928
Totals last week	57,305	18,571	206,022	70,766
Previous week	54,341	17,394	224,152	73,979
Year ago	53,517	16,015	186,410	67,869
2 years ago	52,399	18,910	114,021	71,329

## SHIPMENTS.

Mon., Mar. 17	6,485	333	20,237	4,338
Tues., Mar. 18	3,334	117	12,518	4,383
Wed., Mar. 19	3,451	78	8,438	5,972
Thurs., Mar. 20	3,092	19	12,972	6,725
Fri., Mar. 21	2,216	...	18,993	6,083
Sat., Mar. 22	105	...	4,352	888

Totals last week	18,570	690	77,530	26,389
Previous week	19,381	1,147	59,091	24,414
Year ago	16,445	268	43,589	18,645
2 years ago	18,500	533	33,916	24,121

Receipts at Chicago Stock Yards thus far this year to March 22, with comparative totals:

	1924.	1923.
Cattle	699,038	672,674
Calves	175,539	166,082
Hogs	2,978,504	2,540,720
Sheep	897,944	877,059

Combined weekly hog receipts at eleven markets for 1924 to March 22, with comparisons:

	Week.	Year to Date.
Week ending March 22	761,000	10,553,000
Previous week	824,000	...
Year ago	763,000	9,420,000
Corresponding week 1922	415,000	7,018,000
Corresponding week 1921	394,000	5,097,000

Combined receipts at seven markets for 1924 to March 22, and the corresponding period for previous years:

	*Cattle.	Hogs.	Sheep.
Week ending March 22	185,000	629,000	185,000
Previous week	172,000	708,000	181,000
1923	168,000	636,000	212,000
1922	155,000	325,000	179,000
1921	135,000	304,000	193,000

Combined receipts at seven points for the week ending March 22, with comparisons:

	*Cattle.	Hogs.	Sheep.
1924	2,141,000	8,794,000	2,283,000
1923	2,156,000	7,881,000	2,436,000
1922	2,024,000	5,833,000	2,226,000
1921	1,985,000	6,404,000	2,606,000

\*Calves at Omaha, St. Louis and St. Joseph are counted as cattle.

Chicago Stock Yards receipts average weight and top and average prices for hogs for under-mentioned weeks:

	Number weight.	Average.	Prices.
*Week ending March 22	206,600	233	\$ 7.65 \$ 7.30
Previous week	224,152	230	7.65 7.40
1923	186,410	238	8.85 8.25
1922	114,021	241	10.60 10.00
1921	93,879	240	11.75 9.75
1920	166,834	259	16.35 15.00
1919	174,905	281	19.75 19.42
1918	228,702	239	18.00 17.10
1917	144,037	215	15.55 15.10
1916	149,975	215	16.10 15.90
1915	100,343	234	7.00 6.85
1914	95,369	234	8.95 8.70
Av. 1914-1923	145,400	233	\$12.70 \$12.00

\*Receipts and average weight for week ending March 22, 1924, unofficial.

## WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ending March 22	\$ 9.65	\$ 7.30	\$ 9.50	\$15.80
Previous week	9.40	7.40	9.65	15.40
1923	8.90	8.25	8.10	13.90
1922	7.95	10.90	8.50	13.85
1921	9.05	9.75	5.90	9.60
1920	12.80	15.00	13.50	18.70
1919	16.10	19.42	14.50	18.80
1918	12.90	17.10	14.90	17.60
1917	11.35	15.10	11.85	14.00
1916	11.35	15.10	11.85	14.00
1915	7.45	6.85	7.10	9.20
1914	8.40	8.70	6.35	7.85
Av. 1914-1923	\$10.35	\$12.00	\$ 9.90	\$13.40

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards for week mentioned:

	Cattle.	Hogs.	Sheep.
*Week ending March 22	39,000	127,500	44,800
Previous week	34,760	164,461	49,565
1923	37,151	142,821	49,254
1922	33,893	80,106	47,208
1921	26,727	54,047	59,525

\*Saturday, March 22, estimated.

Chicago packers hogs slaughtered for the week ending March 22, 1924:

Armour & Co.	12,700
Anglo-American	6,500
Swift & Co.	17,500
Hammond Co.	8,000
Morris & Co.	11,800
Wilson & Co.	14,300
Boyd-Lunham	7,000
Western Packing Co.	18,100
Roberts & Oake	5,500
Miller & Hart	4,900
Independent Packing Co.	6,200
Brennan Packing Co.	7,900
Wm. Davies Co.	...
Agar Packing Co.	200
Others	21,500
Totals	142,100
Previous week	175,800
Year ago	154,700
2 years ago	97,300
3 years ago	87,300

(For Chicago livestock prices see page 44.)

# Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

## CASH PRICES.

Based on Actual Carlot Trading, Thursday, March 27, 1924.

### Green Meats.

Regular Hams—	
8-10 lbs. avg.	@14½
10-12 lbs. avg.	@14½
12-14 lbs. avg.	@14½
14-16 lbs. avg.	@14½
16-18 lbs. avg.	@14½
18-20 lbs. avg.	@15

Skinned Hams—	
14-16 lbs. avg.	@15½
16-18 lbs. avg.	@15½
18-20 lbs. avg.	@15½
20-22 lbs. avg.	@15½
22-24 lbs. avg.	@15½
24-26 lbs. avg.	@15½
26-30 lbs. avg.	@15½

Picsies—	
4-6 lbs. avg.	@ 8
6-8 lbs. avg.	@ 7½
10-12 lbs. avg.	@ 7½
12-14 lbs. avg.	@ 7½
14-16 lbs. avg.	@ 7

Clear Bellies—	
6-8 lbs. avg.	@13½
8-10 lbs. avg.	@11½
10-12 lbs. avg.	@11
12-14 lbs. avg.	@11
14-16 lbs. avg.	@10½

### Pickled Meats.

Regular Hams—	
10-12 lbs. avg.	13½ @14
12-14 lbs. avg.	13½ @14
14-16 lbs. avg.	13½ @14
16-18 lbs. avg.	13½ @14
18-20 lbs. avg.	14½ @15

Boiling Hams—	
16-18 lbs. avg.	@15½
18-20 lbs. avg.	@16
20-22 lbs. avg.	@16

Skinned Hams—	
14-16 lbs. avg.	@15½
16-18 lbs. avg.	@15½
18-20 lbs. avg.	@15½
20-22 lbs. avg.	@15½
22-24 lbs. avg.	@15½
24-26 lbs. avg.	@15½
26-30 lbs. avg.	@15½

Picsies—	
4-6 lbs. avg.	@ 8
6-8 lbs. avg.	@ 7½
8-10 lbs. avg.	@ 7½
10-12 lbs. avg.	@ 7½
12-14 lbs. avg.	@ 7½
14-16 lbs. avg.	@ 7

Bellies (square cut and seedless)—	
6-8 lbs. avg.	@12½
8-10 lbs. avg.	@11½
10-12 lbs. avg.	@10½
12-14 lbs. avg.	@10½
14-16 lbs. avg.	@10½

### Dry Salt Meats.

Extra ribs, 35-45.	@ 9½
Extra cleats, 35-45.	@ 9½
Regular plates, 6-8.	@ 7½
Clear plates, 4-7.	@ 8½
Jowl butts.	@ 6½

Fat Backs—	
8-10 lbs. avg.	@ 8½
10-12 lbs. avg.	@ 8½
12-14 lbs. avg.	@ 9
14-16 lbs. avg.	@ 9½
16-18 lbs. avg.	@ 9½
18-20 lbs. avg.	@10½
20-25 lbs. avg.	@10½

Clear Bellies—	
14-16 lbs. avg.	10½ @10½
16-18 lbs. avg.	10½ @10½
18-20 lbs. avg.	10½ @10½
20-25 lbs. avg.	10½ @10½
25-30 lbs. avg.	10½ @10½
30-35 lbs. avg.	10½ @10½
35-40 lbs. avg.	9½ @10
40-50 lbs. avg.	9½ @9½

## FUTURE PRICES.

Official Board of Trade, Range of Prices.

SATURDAY, MARCH 22, 1924.

	Open.	High.	Low.	Close.
LARD—				
March	11.00	11.07½	11.00	10.87½
July	11.30	11.32½	11.27½	11.30
CLEAR BELLIES—				
March				10.25
May				10.37½
SHORT RIBS—				
May				9.62½
July				9.95

MONDAY, MARCH 24, 1924.

	Open.	High.	Low.	Close.
LARD—				
March	11.02-11	11.02½	11.00	10.85 n
July	11.25	11.25	11.22-25	11.25 ax
Sept.				11.47 ax
CLEAR BELLIES—				
March				10.25 n
May				10.45 ax
July	10.80	10.80	10.75	10.75 ax
SHORT RIBS—				
May	9.60	9.60	9.57-60	9.60 ax
July	9.95	9.95	9.92½	9.92 ax

TUESDAY, MARCH 25, 1924.

	Open.	High.	Low.	Close.
LARD—				
March	10.85	10.97½	10.92½	10.85 b
July	11.17-20	11.22½	11.17½	11.22 ax
Sept.				11.42 b
CLEAR BELLIES—				
March				10.25 n
May				10.35
July				10.70 ax
SHORT RIBS—				
May	9.55	9.55	9.47½	9.47 ax
July	9.85	9.85	9.82½	9.82

WEDNESDAY, MARCH 26, 1924.

	Open.	High.	Low.	Close.
LARD—				
March	10.85	10.92½	10.85	10.90 b
May	10.97½	11.02½	10.97½	11.02
July	11.25	11.25	11.25	11.25
Sept.	11.45	11.47½	11.45	11.47 b
CLEAR BELLIES—				
March				10.15 ax
May				10.32 ax
July				10.67 ax
SHORT RIBS—				
May	9.42-45	9.50	9.42½	9.50 b
July	9.90	9.90	9.85	9.85

THURSDAY, MARCH 27, 1924.

	Open.	High.	Low.	Close.
LARD—				
March	11.10	11.10	11.02½	10.90 b
May	11.25	11.27½	11.25	11.25 b
Sept.				11.50 ax
CLEAR BELLIES—				
March				10.15 n
May				10.32 ax
July				10.65
SHORT RIBS—				
May				9.52
July				9.82 ax

FRIDAY, MARCH 28, 1924.

	Open.	High.	Low.	Close.
LARD—				
Mar.	10.87	10.87	10.82	10.82 ax
May	11.02	11.02	10.92	10.92 ax
July	11.22	11.22-25	11.17	11.17
Sept.	11.45	11.45	11.42	11.42
CLEAR BELLIES—				
Mar.				10.15 n
May				10.32 ax
July				10.65 n
SHORT RIBS—				
May	9.55	9.55	9.55	9.55
July				9.82 n

## CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, March 27, 1924, with comparisons, follows:

	Week ending Mar. 27.	Prev. week.	Cor. week, 1923.
Armour & Co.	9,306	12,003	10,200
Anglo-Amer. Pro. Co.	4,690	8,644	6,500
Syft & Co.	10,440	13,846	10,500
G. H. Hammond & Co.	5,869	9,184	10,300
Morris & Co.	10,080	13,084	14,000
Wilson & Co.	13,094	14,171	12,200
Boyd-Lanham & Co.	8,111	7,085	6,300
Western Pkg. & Pro. Co.	13,500	12,800	14,000
Roberts & Onke.	7,698	5,012	7,000
Miller & Hart	5,805	4,918	6,300
Independent Packing Co.	5,202	6,542	6,300
Brennan Packing Co.	7,955	7,730	5,300
William Davies Co.	100	200	500
Agar Packing Co.	2,500	3,000	9,900
Others	104,350	119,119	121,700

## CHICAGO RETAIL FRESH MEATS

### Beef.

	No. 1.	No. 2.	No. 3.
Rib roast, heavy end.	35	30	15
Rib roast, light end.	45	35	20
Chuck roast	20	20	16
Steaks, round	40	30	20
Steaks, sirloin, first cut.	48	40	25
Steaks, porterhouse	60	45	25
Steaks, flank	28	25	18
Beef stew, chuck	18	15	12½
Corned briskets, boneless	22	20	18
Corned plates	16	12	10
Corned rumps, boneless.	25	22	18

### Lamb.

	Good.	Com.
Hindquarters	38	25
Legs	40	28
Stew	12½	18
Chops, shoulder	24	20
Chops, rib and loin	50	29

### Mutton.

Legs	22	..
Stew	12½	..
Shoulders	20	..
Chops, rib and loin.	35	..

### Pork.

Loins, whole, 8@10 avg.	22	@24
Loins, whole, 10@12 avg.	20	@22
Loins, whole, 12@14 avg.	18	@20
Loins, whole, 14 and over.	16	@18
Chops, shoulder	24	@20
Shoulders	20	@14
Butts	16	@16
Spareribs	12	@12
Loafs	12	@12
Leaf lard, unrendered	14	@14

### Veal.

Hindquarters	12	@35
Forequarters	12	@18
Legs	15	@45
Breasts	14	@18
Shoulders	14	@22
Cutlets	14	@20
Rib and loin chops.	14	@40

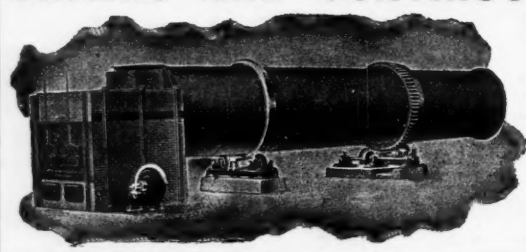
### Butchers' Offal.

Suet	2	@ 4
Shop fat	2	@ 2
Bones, per 100 lbs.	15	@50
Calf skins	15	@15
Kips	15	@15
Deacons	12	@12

## CURING MATERIALS.

	Bbls.	Sacks.
Double refined saltpetre, gran., L. C. L.	6%	6%
Crystals	7%	7%
Double refined nitrate of soda, f. o. b.		
N. Y. & S. F., carloads.	4½	4½
Less than carloads, granulated.	4½	4½
Crystals	5½	5½
Keps, 100@130 lbs., 1c more.		
Boric acid, in carloads, powdered, in bbls.	10	9½
Crystal to powdered, in bbls., in 5-ton lots or more	10½	9½
In bbls. in less than 5-ton lots.	10½	10
Borax, carloads, powdered, in bbls.	5½	5½
In ton lots, gran. or powdered, in bbls.	5½	5½
Salt—		
Granulated, car lots, per ton f. o. b., Chicago, bulk	\$ 8.80	
Medium, car lots, per ton, f. o. b., Chicago, bulk	8.80	
Rock, car lots, per ton, f. o. b., Chicago.	7.60	
Sugar—		
Raw sugar, 96 basis.	@7.00	
Second sugar, 90 basis.	@7.25	
Syrup, testing 65 to 65 combined sucrose and invert	@45	
Standard, granulated, f. o. b., refinery (net)	@8.80	
Plantation, granulated, f. o. b., New Orleans (less 8 per cent.)	@8.40	
White clarified, f. o. b., New Orleans (net)	@8.10	
Yellow clarified, f. o. b., New Orleans (net)	@8.00	

## DRYERS AND CONTINUOUS PRESSES



For Tankage, Blood, Bone Fertilizer, all Animal and Vegetable Matter. Installed in the largest packing-houses, fertilizer and fish reduction plants in the world.

We handle waste and by-products.

Send for Catalogue T.B.

American Process Co.

68 William St. - - New York



## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

	Week ending March 29.	Cor. week 1923.
Prime native steers.....	18 @20	16 @17
Good native steers.....	16 @18	14 @15
Medium steers.....	12 @16	11 @13
Heifers, good.....	12 @16	11 @13
Cows.....	9 @12	8 @11
Hind quarters, choice.....	12 @12	11 @11
Fore quarters, choice.....	12 @12	11 @11

## Beef Cuts.

Steer Loins, No. 1.....	@36	
Steer Loins, No. 2.....	@32	
Steer Short Loins, No. 1.....	@47	@32
Steer Short Loins, No. 2.....	@42	@33
Steer Loin Ends (hips).....	@28	@23
Steer Loin Ends, No. 2.....	@27	@22
Cow Loins.....	12 @23	15 @20
Cow Short Loins.....	20 @34	20 @24
Cow Loin Ends (hips).....	12 @18	10 @16
Steer Ribs, No. 1.....	@27	@19
Steer Ribs, No. 2.....	@26	@19
Cow Ribs, No. 1.....	@23	@20
Cow Ribs, No. 2.....	@20	@16
Cow Ribs, No. 3.....	@13	@10
Steer Round, No. 1.....	@15 1/2	@12 1/2
Steer Round, No. 2.....	@12	@9
Steer Chucks, No. 1.....	@12	@9
Steer Chucks, No. 2.....	@11 1/2	@8 1/2
Cow Chucks.....	10 @13	11 1/2 @12 1/2
Cow Chucks.....	7 1/2 @9 1/2	8 @8 1/2
Medium Plates.....	@11 1/2	@10
Briskets, No. 1.....	@18	@16
Briskets, No. 2.....	@15	@12
Steer Navel Ends.....	7 1/2 @8	@7
Cow Navel Ends.....	5 1/2 @6	@6
Fore Shanks.....	@4 1/2	@4 1/2
Hind Shanks.....	@4 1/2	@4 1/2
Rolls.....	18 @20	@22
Strip Loins, No. 1, boneless.....	@60	@55
Strip Loins, No. 2.....	@50	@45
Strip Loins, No. 3.....	12 @15	@12
Sirloin Butts, No. 1.....	@30	@25
Sirloin Butts, No. 2.....	@25	@20
Sirloin Butts, No. 3.....	@18	@17
Beef Tenderloins, No. 1.....	@75	@70
Beef Tenderloins, No. 2.....	@65	@60
Rump Butts.....	16 @17	@18
Flank Steaks.....	@11	@10
Boneless Chunks.....	9 @10	@10
Shoulder Clods.....	12 @15	@13
Hanging Tenderloins.....	9 @10	@8

## Beef Products.

Brains, per lb.....	10 1/2 @12	9 1/2 @10
Hearts.....	4 1/2 @6	4 @5
Tongues.....	29 @30	29 @30
Sweetbreads.....	41 @42	39 @41
Ox-Tail, per lb.....	10 @11	9 @11
Fresh Tripe, plain.....	4 @4	5 @6
Fresh Tripe, H. C.....	6 1/2 @6 1/2	6 1/2 @6 1/2
Livers.....	7 1/2 @8	6 1/2 @8
Kidneys, per lb.....	8 @8 1/2	9 @9 1/2

## Veal.

Choice Carcass.....	17 @19	18 @19
Good Carcass.....	10 @18	12 @17
Good Saddles.....	20 @25	20 @25
Good Backs.....	10 @14	8 @10
Medium Backs.....	6 @8	6 @8

## Veal Product.

Brains, each.....	@11	10 @11
Sweetbreads.....	53 @60	53 @62
Calf Livers.....	32 @37	28 @32

## Lamb.

Choice Lambs.....	@30	@25
Medium Lambs.....	@28	@24
Choice Saddles.....	@32	@30
Medium Saddles.....	@30	@29
Choice Fores.....	@20	@20
Medium Fores.....	@22	@18
Lamb Fries, per lb.....	30 @31	26 @28
Lamb Tongues, each.....	@13	@18
Lamb Kidneys, per lb.....	@25	@25

## Mutton.

Heavy Sheep.....	@17	@11
Light Sheep.....	@19	@14
Heavy Saddles.....	@21	@14
Light Saddles.....	@23	@18
Heavy Fores.....	@15	@7
Light Fores.....	@15	@7
Mutton Legs.....	@24	@19
Mutton Loins.....	@18	@18
Mutton Stew.....	@12	@7
Sheep Tongues, each.....	@13	@8
Sheep Heads, each.....	@10	@10

## Fresh Pork, Etc.

Dressed Hogs.....	@12	15 @16
Pork Hogs, 8@10 lbs. avg.....	@15 1/2	@15
Leaf Lard.....	@11 1/2	@12
Tenderloin.....	@34	@33
Spare Ribs.....	@7 1/2	@9 1/2
Butts.....	@11 1/2	@12 1/2
Hocks.....	@9	@11 1/2
Trimnings.....	@7	@7 1/2
Extra lean trimmings.....	@9	@12 1/2
Tails.....	@8	@8
Snouts.....	@6	@6
Pigs' Feet.....	@5	@4 1/2
Pigs' Heads.....	@7	@6
Blade Bones.....	@7	@5
Blade Meat.....	@11 1/2	@11 1/2
Cheek Meat.....	@8	@7
Hog Livers, per lb.....	@4 1/2	@5 1/2
Neck Bones.....	@3	@3 1/2
Skinny Shoulders.....	@9	@11
Pork Hearts.....	@4 1/2	@4
Pork Kidneys.....	@5 1/2	@5
Pork Tongues.....	@14	@14
Slip Bones.....	@9	@9
Tail Bones.....	@9	@9
Brains.....	@12	@10
Back Fat.....	@12 1/2	@11 1/2
Hams.....	@13 1/2	@12
Calas.....	@8 1/2	@10 1/2
Bellies.....	@13 1/2	@19

## DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. cartons.....	@22
Country style sausage, fresh, in link.....	@14
Country style sausage, fresh, in bulk.....	@16
Country style sausage, smoked.....	@18
Mixed sausage, fresh.....	@12 1/2
Frankfurts in pork casings.....	@13 1/2
Frankfurts in sheep casings.....	@16 1/2
Bologna in beef bungs, choice.....	@14 1/2
Bologna in beef middles, choice.....	@14 1/2
Bologna in cloth, paraffined, choice.....	@14
Liver sausage in hog bungs.....	@16
Liver sausage in beef rounds.....	@10
Head cheese.....	@11
New England luncheon specialty.....	@22
Liberty luncheon specialty.....	@17
Minced luncheon specialty.....	@14
Tongue sausage.....	@15
Blood sausage.....	@15
Pollau sausage.....	@14 1/2
Souse.....	@14

## DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@46
Cervelat, new condition, in hog bungs.....	@15
Thuringer Cervelat.....	@15
Farmer.....	@20
Holsteiner.....	@22
B. C. Salami, choice.....	@41
Milano Salami, choice, in hog bungs.....	@41
B. C. Salami, new condition.....	@20
Frisses, choice, in hog middles.....	@36
Genoa style Salami.....	@24
Peperoni.....	@29
Mortadella, new condition.....	@20
Capicola.....	@46
Italian style hams.....	@35
Virginia style hams.....	@36

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	5.75
Large tins, 1 to crate.....	5.50
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	7.00
Large tins, 1 to crate.....	8.00
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	6.50
Large tins, 1 to crate.....	7.50
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	6.00
Large tins, 1 to crate.....	7.00

## SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

Beef rounds, domestic, 180 sets, per tierce.....	@19
Beef rounds, export, 225 sets, per tierce.....	@24
Beef middles, 110 sets, per tierce, per set.....	@87
Beef bungs, No. 1, 400 pieces, per tierce, per piece.....	@30
Beef bungs, No. 2, 400 pieces, per tierce, per piece.....	@20
Beef weasands, No. 1, per piece.....	@17
Beef weasands, No. 2, per piece.....	@17
Beef bladders, small, per doz.....	@1.40
Beef bladders, medium, per doz.....	@1.35
Beef bladders, large, per doz.....	@1.50
Hog casings, medium, 2 f. o. s., per lb.....	@0.90
Hog casings, extra narrow, selected, per lb. f. o. s.....	@2.00
Hog middles, without cap, per set.....	@16
Hog middles, with cap, per set.....	@18
Hog bungs, export.....	@21
Hog bungs, large, prime.....	@15
Hog bungs, medium.....	@7 1/2
Hog bungs, small, prime.....	@5
Hog bungs, narrow, no demand.....	@3
Hog stomachs, per piece.....	@8

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	14.00
Honeycomb tripe, 200-lb. bbl.....	16.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00
Pork feet, 200-lb. bbl.....	15.50
Pork tongues, long cut, 200-lb. bbl.....	53.00
Lamb tongues, short cut, 200-lb. bbl.....	48.00
Lamb tongues, short cut, 200-lb. bbl.....	57.00

## CANNED MEATS.

	No. 1/2, No. 1.	No. 2.	No. 6.
Corned beef.....	2.40 \$ 2.35	4.00	\$16.00
Roast beef.....	2.40	2.35	4.50
Roast mutton.....	2.40	4.75	16.50
Sliced dried beef.....	1.85	4.00	
Ox tongue, whole.....	2.85	4.70	56.00
Lamb tongue.....	1.50	2.75	34.50
Corned beef hash.....	1.50	2.25	4.25
Hamburger steaks with onions.....	1.15	2.25	4.15
Vienna style sausage.....	2.00		
Chili con carne with, or without, beans.....	1.25		
Potted meats.....	.80		
Mess pork, regular.....		\$ 22.50	
Family back pork, 20 to 34 pieces.....		23.00	
Family back pork, 35 to 45 pieces.....		23.50	
Clear back pork, 40 to 50 pieces.....		20.25	
Clear plate pork, 25 to 35 pieces.....		20.00	
Bean pork.....		18.50	
Brisket, pork.....		18.50	
Plate beef.....		18.50	
Extra plate beef, 200-lb. barrels.....		19.50	

## COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.67 1/2 @1.70
Oak pork barrels, black iron hoops.....	1.87 1/2 @1.90
Ash pork barrels, galv. iron hoops.....	2.50 @2.52 1/2
Red oak lard tierces.....	2.70 @2.72 1/2
White oak lard tierces.....	@3.05
White oak ham tierces.....	

## BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chicago.....	@22
Cartons, rolls or prints, 1-lb.....	@23
Cartons, rolls or prints, 2 1/2 lbs.....	@22 1/2
Shortenings, 30@60 lbs. tubs.....	@17
Nut Margarine, prints, 1 lb.....	@21 1/2

## DRY SALT MEATS.

Extra short clears.....	@ 9 1/4
Short clear ribs.....	@ 9 1/4
Short clear middles, 60-lb. avg.....	@10 1/4
Clear bellies, 14@16 lbs.....	@10 1/4
Clear bellies, 18@20 lbs.....	@10 1/4
Clear bellies, 25@30 lbs.....	@10 1/4
Rib bellies, 10@12 lbs.....	@10 1/4
Rib bellies, 25@30 lbs.....	@10 1/4
Fat backs, 12@14 lbs.....	@ 8 1/2
Fat backs, 14@16 lbs.....	@ 8 1/2
Regular plates.....	@ 9 1/4
Butts.....	@ 7 1/2

## WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14@16 lbs.....	@21 1/2
Skinned hams, fancy, 16@18 lbs.....	@23 1/4
Standard regular hams, 12@16 lbs.....	19 @19 1/2
Picnics, 6@8 lbs.....	@12 1/2
Standard bacon, 6@12 lbs.....	@17 1/2
Standard bacon, 4@8 lbs.....	@17 1/2
Standard bacon, 12@14 lbs.....	@17 1/2
Standard bacon strips, 6@7 lbs.....	@17 1/2
Cooked hams, choice, skin on, surplus fat off, smoked.....	@31
Cooked hams, choice, skinned, surplus fat off, smoked.....	@32
Cooked hams, choice, skinned, surplus fat off, smoked.....	@34
Picnics, skin on, surplus fat off, smoked.....	@18
Picnics, skinned, surplus fat off, smoked.....	@19
Loin roll.....	@29

## ANIMAL OILS.

Prime lard oil.....	13 1/2 @13 1/2
Extra winter strained lard.....	11 1/2 @12
Extra lard oil.....	11 @11 1/2
No. 1 lard oil.....	10 1/2 @11
No. 2 lard oil.....	10 @10 1/2
Pure neatfoot oil.....	9 1/2 @10 1/4
Extra neatfoot oil.....	14 @14 1/2
No. 1 neatfoot oil.....	10 1/2 @11
Acidless tallow oil.....	10 @10 1/2

## FERTILIZERS.

Ground, dried blood.....	3.15 @ 3.25
Unground and crushed blood.....	2.90 @ 3.00
Hoofmeal.....	2.25 @ 2.35
Ground tankage, 10 to 11%.....	2.30 @ 2.40
Ground tankage, 6 to 9%.....	2.00 @ 2.20
Crushed and unground tankage.....	1.50 @ 1.90
Ground steam bone, per ton.....	25.00 @ 28.00
Unground steam bone.....	18.00 @ 20.00
Unground bone tankage.....	13.00 @ 15.00
Unground bone tankage.....	10.00 @ 12.00

## HORNS, HOOF AND BONES.

No. 1 horns, 75 lb. average.....	\$225.00 @ 250.00
No. 2 horns, 40 lb. average.....	150.00 @ 175.00
No. 3 horns.....	75.00 @ 125.00
Hoofs, black and striped.....	32.00 @ 35.00
Hoofs, white.....	45.00 @ 50.00
Round shin bones, heavy.....	25.00 @ 40.00
Round shin bones, lights and med.....	90.00 @ 100.00
Flat shin bones, heavy.....	70.00 @ 75.00
Flat shin bones, lights and med.....	60.00 @ 65.00
Thigh bones, heavy.....	100.00 @ 110.00
Thigh bones, lights and med.....	80.00 @ 90.00
Buttock bones.....	50.00 @ 55.00

Note—These quotations apply to No. 1 product, which must be assorted, free from grease spots and cracks, and clean, uniform as to cut and weight. Packed in double bags and carload lots. Quotations on unselected stock will be found in "Packinghouse By-Products Markets" reports on another page.

## LARD (Unrefined).

Prime, steam cash tierces.....	@10.00
Prime, steam, loose.....	@10.02
Leaf, raw.....	@10.00
Neutral lard.....	@12.25

## LARD (Refined).

Pure lard, kettle rendered, per lb.....	@11.50
Pure lard, tierces.....	@11.62
Compound.....	@10.25

## OLEO OIL AND STEARINE.

Oleo oil, extra.....	12 1/2 @12 1/2
Oleo stock.....	11 @12
Prime No. 1, oleo oil.....	11 @11 1/2
Prime No. 2, oleo oil.....	10 1/2 @10 1/2
No. 3 oleo oil.....	9 1/2 @9 1/2
Prime oleo stearine, edible.....	8 1/2 @9
No. 2 oleo stearine, edible.....	@ 8 1/2

## TALLOW AND GREASES.

Edible tallow, under 2% acid, 35 titre.....	8 1/2 @8 1/2
Fancy tallow, under 2% acid, 43 titre.....	8 @ 8 1/4
No. 1 tallow, basis 10% f.f.a., 42@43 titre.....	7 1/4 @ 7 1/2
No. 2 tallow, basis 40% f.f.a., 40 titre.....	6 @ 6 1/4
Prime oleo stearine.....	8 1/2 @9
Choice white grease, max. 4% acid, loose.....	7 1/4 @ 7 1/2
Chicago.....	7 @ 7 1/4
D-white grease, max., 5% acid.....	6 1/2 @ 6 1/2
Yellow grease, 15-20 f. f. a.....	6 1/2 @ 6 1/2
Yellow grease, 15-20 f. f. a.....	6 1/2 @ 6 1/2
Brown grease, 40 f. f. a.....	6 @ 6 1/2

## VEGETABLE OILS.

Cotton seed oil—White, deodorized, in bbls.....	11 1/2 @11 1/2
Yellow, deodorized, in bbls.....	10 1/2 @11
P. S. Y., soap grade, loose.....	9 @ 9 1/2
P. S. Y., loose, Chicago.....	9.40 @ 9.00
Soy stock, bbls., concn., 65%, f. o. b. Texas.....	@ 4
Linseed oil, loose, per gal.....	.88 @ .90
Cor. oil, loose.....	.83 @ .84

# Retail Section

## Boston Meat Council

The Meat Council of Boston held their second educational meeting at the hall of the Elks' Club, on Thursday, March 20th, at 8 p. m. This meeting brought out over 700 retailers and was even more successful than the February meeting. The attendance at this meeting broke all records for trade meetings in this part of the country.

Chairman Wm. A. Doe of the Boston Meat Council presided and introduced Mayor James M. Curley, who coincided with Thomas E. Wilson in saying that the Meat Council of Boston is composed of the finest body of men he has ever addressed.

Mayor Curley said the only way for the men in the meat industry to get anywhere was by organization, and he strongly urged them to join the Meat Council. Mayor Curley recommended a national planning board, to be a non-partisan affair, and advised them to use this form in running their business.

He strongly advised advertising by word of mouth and all other ways of educating the public. He said that the reason the consuming public did not use the less expensive cuts of meat was due to the fact that the majority of the people do not know how to cook them, and he again advised the retailers to join the council.

### Making Satisfied Customers.

Miss Gudrun Carlson, director of the Bureau of Home Economics of the Institute of American Meat Packers, spoke on merchandizing. She said there is no better advertisement than a satisfied customer, is a truth on which every meat dealer will agree. The dealer always welcomes the customer who knows what she wants and asks for it. In turn, the customer appreciates a good product and good service.

To help bring about such a happy state of affairs the Bureau of Home Economics of the Institute of American Meat Packers is working on a program of lectures and meat demonstrations to be used throughout the country. The best facts which can be obtained from all sources regarding the use of meat, its selection and preparation are made available to the housewives and others interested in meat as a food.

In order to develop a mutual co-operative understanding between the meat dealer and the housewife who is his customer, the responsibility of each is discussed in the lectures given.

### What Customer Should Do.

Let us look first at the duties which fall upon the housewife. The housewife should select that type of market which gives the service she desires and should visit it personally as often as possible. Her method and time of daily ordering should be systematic and extra deliveries should never be demanded except in emergencies. Meals planned ahead of time will give an opportunity to use a variety of cuts. Few women realize that there are a dozen cuts with which they are not familiar but which can be used for appetizing dishes.

Every good kitchen should possess as part of its equipment one of the many cooking devices which are so useful in meat cookery. Among such cookers may be mentioned the old-fashioned Dutch oven, the fireless cooker, steam cooker, waterless cooker, and pressure cooker. There is not a cut of meat which will not

be made tender and delicious by the use of any of these cookers.

Thrift is a virtue which every housewife should cultivate. It therefore behooves her to learn not only how to cook meat properly, but to select the right cut for each method of cooking.

### Service of the Dealer.

To aid the housewife in her problem of meat selection, the retail dealer can be of great service and assistance.

In many parts of the country, dealers have co-operated by giving meat cutting demonstrations to local groups of women, clubs and other organizations. These have proved a very popular means of teaching meat cuts.

Counter displays of cuts are another excellent way of giving the women better information concerning cuts of meat. Slow-moving cuts and less known cuts can be sold more quickly by such a display.

Charts showing meat cuts and posters are always valuable, and give the customers something to study while they are waiting to be served. Booklets containing recipes are helpful to the women who have not done a great deal of cooking. Advertisements may contain recipes or other suggestions for preparing and serving meat.

Dealers can do a great deal in helping women with their meat marketing by giving them suggestions of the best cuts to buy and how to use a variety of cuts. It is not necessary to use a variety of cuts. Attractive shop together with prompt service and courtesy, will hold customers and bring new ones.

Good will can always be established if both the customer and dealer observe these suggestions. It is well worth while for each one to put forth extra effort to develop such a feeling.

### The Grading of Meats.

W. C. Davis, of the U. S. Department of Agriculture, Washington, D. C., spoke on the grading of meats, a subject on which he has made a special study. [THIS ADDRESS APPEARS IN FULL ELSEWHERE IN THIS ISSUE.]

## How to Run a Meat Shop

Secrets of success and failure in the retail meat business are told in a study of retail meat stores in leading cities recently made by Dr. Horace Secrist, head of the Bureau of Business Research of Northwestern University, and the leading authority of the country on retail methods.

This study showed what it cost retailers to do business and where their costs varied. It revealed the secrets of success and failure in the stores studied, and it gave the actual figures.

This report has created wide interest in meat circles, both retail and wholesale. It was printed in full in THE NATIONAL PROVISIONER of August 18. Copies of it may be had by sending a 2-cent stamp, with your name and address, to The Editor, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

## Minneapolis Meat Council

The work of the National Association of Meat Councils and the local meat councils, which is designed to advance the standards of the meat business in all its phases, was discussed at a trade meeting held by the Meat Council of Minneapolis at the West Hotel on Wednesday evening, March 19. The hall was filled to capacity, over four hundred retail and wholesale meat dealers being present. It was the largest and most enthusiastic gathering of its kind ever held in Minneapolis.

The object of the meeting was to familiarize every man in the meat business with the Meat Council movement, its aims and purposes, and to promote the "Ready-to-Serve" Campaign, which is now receiving the special attention of all local meat councils.

John T. Russell, of Chicago, president of the National Association of Meat Councils, told the gathering of the conditions existing in the meat business that made the work of the Meat Council organization a real boon to the industry. "As a result of better relations established between the packer and retailer by the Meat Council movement, the public is being acquainted with the facts about meat, to the betterment of the entire industry. Throughout the Meat Councils the standards of the meat business and the dealer's attitude toward the public have been a distinct improvement in the past few years," Mr. Russell said.

### Packers and Retailers Talk

Other speakers were Myron McMillan, of T. J. McMillan Company, St. Paul; W. C. Myers, director of trade relations, Armour and Company, and William Johnson, president of the Minneapolis Retail Meat Dealers' Association.

Mr. McMillan, who is a director of the Institute of American Meat Packers, in a few minutes talk told of the interests of the packing industry in the Meat Council work. Messrs. Fenske and Johnson described the contributions of the national and local trade associations of retail meat dealers toward the Meat Council movement which is co-operative, the membership of the Council being equally divided between retailers and packers.

On the "Ready-to-Serve" idea, which was illustrated by an attractive, practical display of those standard meat food products, C. W. Myers of Armour and Company made a most interesting and instructive talk. He pointed out the vast possibilities of increased volume of business and profit which can be realized by every dealer, who will give a little thought and attention to the better display and sales of "Ready-to-Serve" products. The Griswold Company, manufacturers of refrigerator equipment, furnished the display case.

The Committee of the Meat Council in charge of arrangements for the meeting are to be congratulated in the success of the meeting. E. E. Franz, president of the Council, presided. A second meat trade meeting will be held in a few weeks.

### KANSAS RETAILERS TO MEET.

A two day convention will be held in Emporia, Kans., May 6 and 7 by the Kansas Retail Butchers Association. Plans are being made by President Joe L. Browne for a record attendance.

A new feature will be round table discussions in groups along certain lines, with a chairman in charge who understands the subject to be discussed. Exhibits of meat products made by members are also planned.



**MILWAUKEE MEAT COUNCIL**

The Meat Council of Milwaukee is holding a meat trade meeting on Wednesday, April 2, at which the "Ready-to-Serve" campaign being promoted by the National Association of Meat Councils will be presented. To insure the full co-operation of the entire meat industry in Milwaukee, D. W. Martin, secretary of the National Association of Meat Councils, was a guest at the last meeting of the Wisconsin Retail Dealers Association, and addressed the meeting on the "Ready-to-Serve" campaign. The Association endorsed the idea of the Meat Council programme unanimously, and plans are being completed to insure the most successful Meat Council meeting ever held in Milwaukee.

The Committee in Charge of Programme and Entertainment have secured speakers for this meeting who will have a message of real value to every man attending. Among the speakers will be John A. Hawkinson, president of Allied Packers, Inc., and Oscar G. Mayer, of Oscar Mayer & Company.

**GIRLS VISIT MEAT PLANT.**

In line with the educational rallies held recently by the New York Meat Council, it has arranged a tour of inspection of the Wilson & Company plant on First Avenue for fifteen young ladies, members of the Marketing Class in the Cookery Course at Teachers' College. Manager W. A. Lynde has issued orders to beef salesmen to don their best bibs and tuckers for the occasion.

The girls will be chaperoned by Miss Day Monroe, instructress in cookery, and John C. Cutting of the Meat Council. After they have inspected the home of "Certified Products," the girls will move south to the quarters of the New York Veal and Mutton Company, where Mr. Sanders will entertain. Saturday March 29, is the day.

Miss Gudrun Carlson, Director of the Bureau of Home Economics of the Institute of American Meat Packers, cut short her visit in Philadelphia, in order to hurry back and be with the girls on this inspection trip.

These girls are taking courses in cookery and institutional management, which fits them to qualify for positions as managers of tearooms, supervisors of foods in hospitals, etc.

**LOCAL AND PERSONAL.**

F. H. Maass has sold his meat business at Clinton, Ia., to Carl Wilke.

Lawson Bros. have sold their meat market at Eagle Grove, Ia., to L. C. Sanders.

J. L. Tunis has opened a meat market at 212 W. Fourth St., Waterloo, Ia.

Stephen Rise has purchased the meat and grocery business of Anthony Michalski at 2001 Carpenter St., Detroit, Mich.

Lewis Mills has sold his meat business at Marshall, Mich., to Frank Herrick.

T. P. LaVigne has sold his meat business at Ispeming, Mich., to Poirier Bros.

Arthur Moren will open a meat market at Biwabik, Minn.

G. V. Scherer has sold his meat business at Welcome, Minn., to Art Mouldenhauer.

Bob Anderson will open a meat market at Fairbury, Neb., in the near future.

Fred Sortmont has sold his meat market at Hyannis, Neb., to O. K. Anderson.

Harold C. Beishline has purchased the meat business of W. R. Kildow at Giltner, Neb.

O. L. McWilliams has purchased the meat market of Achinger and Gretfeldt at Scottsbluff, Neb.

H. K. Baer has sold his meat market at Stanford, Neb., to W. E. Vining.

L. W. Walker has purchased the meat market of F. F. Dunn at Overton, Neb.



**HAND FORGED ON THE ANVIL FROM DOUBLE SHEAR STEEL**  
**John Wilson's Butcher Knives and Steels**  
 1750 *Standard of the World* 1924  
 THE BEST THEN THE BEST TODAY  
 I. WILSON, SYCAMORE STREET, SHEFFIELD, ENG.  
 Sole American Agents  
**H. BOKER & CO., Inc., NEW YORK, N. Y.**

The Nausers Meat Market at Eau Claire, Wis., was damaged by fire recently.

The Wulks meat market, Marion Wis., was incorporated recently with a capital stock of \$20,000.

C. W. McDonald has purchased the meat market of C. L. Allen at Trenton, Neb.

Rusco & Ochsner have purchased the Consumers Grocery and Market at St. Francis, Kans., from Harold Jensen.

Joe Kobenski will engage in the meat business at Frontenac, Kans.

C. H. Justos has purchased the Peoples' Exchange & Sanitary Market at Sand Springs, Okla.

Foster Bros. have purchased the meat market of Thos. McGowan at 1901 W. Boone Ave., Spokane, Wash.

Willard & Race have opened a meat market at Coupeville, Wash.

R. & D. Owens have opened a new meat market at Roslyn, Wash.

Louis Hay has engaged in the meat business in Arlington, Wash.

T. Mynar has purchased the meat market of Ruhe & Lue at Reedsport, Ore.

Earl Gates will engage in the retail meat business at Eugene, Ore.

Paul Martin will open a meat market at North Bend, Ore.

The Model Grocery, Sparks, Neb., will add a meat market.

A. F. Johnson will engage in the meat and grocery business at 8 So. Main St., Fond du Lac, Wis.

J. C. Hillman has purchased the meat business of Dave Oller at Oak Grove, Ore.

A. S. Milne has sold his meat business at The Dallas, Ore., to E. E. & C. C. Schlessler.

Van Wert & Hanel have purchased the meat business of M. K. Davidson at Redmond, Ore.

A. R. Scott has sold his meat business at Eugene, Ore., to Wm. W. Green.

E. A. Dummitt will open a new meat market at Nampa, Ida.

F. J. Hershisier and M. L. Friend will open a meat market at Santa Ana, Calif.

August Voy will open a new meat market at Darien, Wis.

Reuben Johnson has purchased the Albert Keiser meat market at Gothenburg, Neb.

Geo. J. Prausa will open a meat market in the Smith Bldg., Seymour, Wis.

N. B. Schultenover has purchased the meat market on West Lincoln Ave., Ferguson Falls, Minn.

S. Simonson has purchased the City Meat market at Brownsdale, Minn., from Hintz & Olson.

John Webster will open a meat market in Wm. Kueck grocery store at Charles City, Ia.

J. A. Neis will open a meat market at West Concord, Minn.

The meat market of Wm. Gollmer at Avoca, Neb., was damaged by fire recently.

William Royer has purchased the meat market at Roseville, Cal.

Hellwig and La Grave have purchased the Peoples Meat Market at Centerville, Cal.

Stephen Lake and J. P. Patton have purchased a new meat market at 1406 E. Anaheim St., Long Beach, Cal.

Sherman Anderson has purchased the meat market of A. M. Farley at Mt. Vernon, Wash.

W. Green is adding much new equipment to his meat market at Eugene, Ore.

M. C. Burgess has purchased the Baker Cash Meat Market at 70 W. Market St., Wabash, Ind.

H. R. Riggie contemplates adding a meat market to the Red Star grocery at Cadiz, Ohio.

W. J. Rothrum will open a meat market at 3102 Chartiers Ave., Sheraden, Pa.

C. H. DeLaney will open a meat market at Vancouver, Wash.

P. J. Meyers has purchased the Quality Meat Market on William St., Randolph, Wis., from Geo. Rockafellow.

Joe Linder & Sons will open a new meat market at Stanton, Ia.

**For Sausage Makers****BELL'S**

Patent Parchment Lined

**SAUSAGE BAGS**

and

**SAUSAGE SEASONINGS**

For Samples and Prices, write

**THE WM. G. BELL CO.**

BOSTON

MASS.



# New York Section

L. L. Whelan, refinery department, Armour and Company, Chicago, was a visitor to the city this week.

A. L. Eberhart and E. L. Roy of Cross, Roy, Eberhart and Harris were in New York the latter part of last week.

The sympathy of the Ladies' Auxiliary, United Master Butchers of America, is extended to Mrs. Fred Hirsch in the loss of her niece, who died suddenly.

Prices realized on Swift & Company's sales of carcass beef in New York City for week ending March 22nd on shipments sold out, ranged from 9.00 cents to 20.00 cents per pound, and averaged 15.39 cents per pound.

Ye Olde New York Branch, United Master Butchers of America, will hold a reunion of old-timers at their meeting on Tuesday evening, April 1, and a very fine program has been prepared. Refreshments will be served.

Following is a report of the New York

City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending March 22, 1924: Meat—Manhattan, 6,806½ lbs.; Brooklyn, 44 lbs.; Queen, 143 lbs.; Richmond, 40 lbs.; total, 7,033 lbs. Fish—Brooklyn, 14 lbs.; Richmond, 39 lbs.; total, 53 lbs.

New York master butcher organizations are becoming famous throughout the country for their "demonstration meetings." Not a meeting night passes that some practical educational test is not carried out before the eyes of those in attendance. No wonder other cities are watching the reports of the New Yorkers' meetings which appear in THE NATIONAL PROVISIONER.

L. O. Koven & Brother, well-known Jersey City manufacturers of steel and monel metal cars, tanks, tables, chutes and other sheet metal specialties used in the meat plant, has changed its corporate title to L. O. Koven & Brother, Inc. The co-partnership has become a corporation, but

there is no change in the management, president Gustav H. Koven remaining as the active head of a very active concern.

On their return trip from Miami and Cuba, Mr. and Mrs. Albert Rosen stopped in Washington and were met by their daughter and son-in-law, Mr. and Mrs. Joseph Cohen and Congressman and Mrs. E. Celler. The Congressman arranged an interview with President Coolidge on the silver anniversary of the marriage of Mr. and Mrs. Rosen and the President congratulated the happy couple.

The Bronx Branch of the United Master Butchers of America, have given the greatest consideration to their silver anniversary and its celebration. The first step was the selection of Concourse Plaza and this has been secured for January 25, 1925, and by way of novelty it has been decided to have a Sunday evening supper. Business Manager Fred Hirsch feels this will give an opportunity for a Sunday afternoon rest or drive and plenty of time to "dollar up" for the seven o'clock supper with more time for dancing. When dinners or suppers are held on weekdays there is very little time for dancing due to the fact that butchers arrive late having to close shops, etc.

## DEATH OF ADOLF GOBEL.

Adolf Gobel, one of the largest sausage manufacturers and ham boilers in the East, died suddenly on Tuesday evening, March 25th, at his home in Brooklyn, N. Y. He had apparently been in the best of health, death being due to heart failure.

Mr. Gobel came to this country from Germany when he was seventeen, and in 1895 started the manufacture of sausage in what was then the basement of his present establishment. He not only manufactured the sausage himself, but he was his own salesman as well.

His business was a success from the beginning, and gradually machinery was installed and additional help employed, until today his plant covers an entire block. Its production is enormous. It has become one of the best-known concerns of its kind in the country. THE NATIONAL PROVISIONER only recently published an article on temperature control, showing modern equipment in the Gobel plant.

"Quality" was the watchword in his business, and it is said that he never manufactured a No. 2 grade of product.

For some time Mr. Gobel has been supplying his native town in Germany with lard and other fats, and in recognition of his charity in that locality a street in the town was named for him. He was generous in his donations to the less fortunate, giving many times without the knowledge of his most intimate friends.

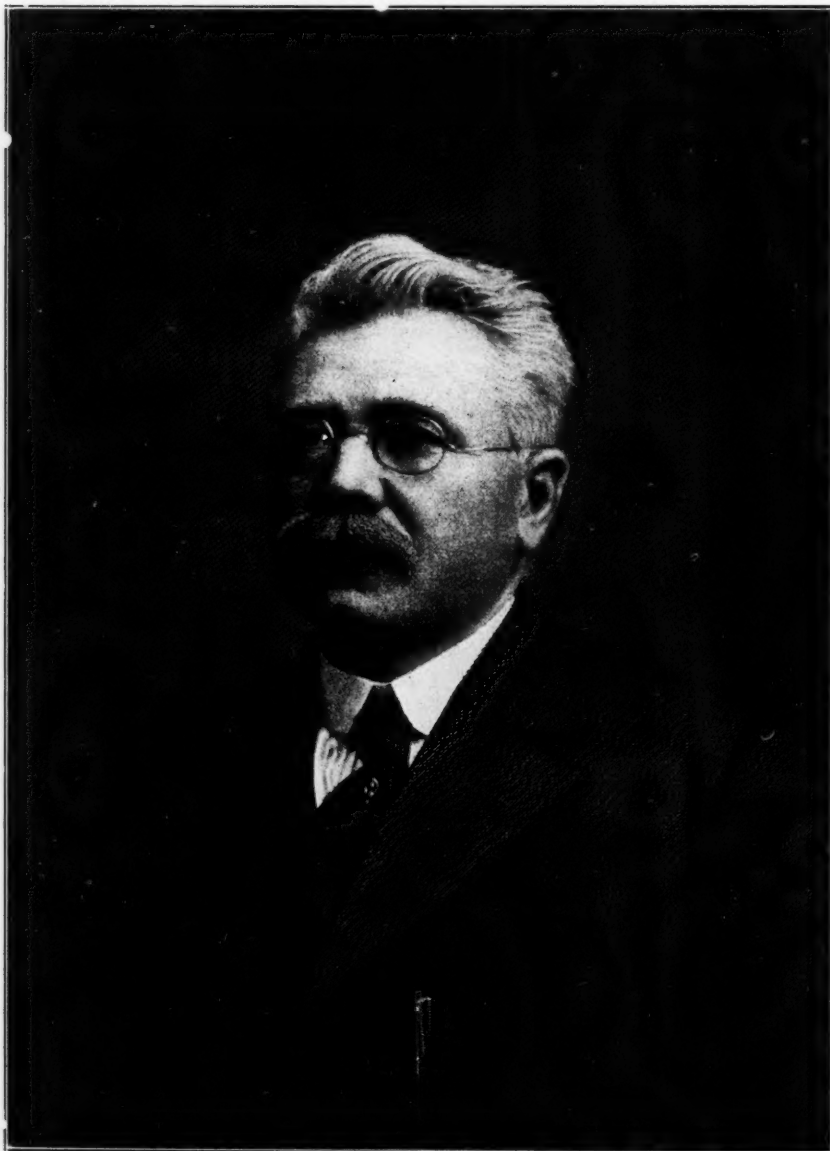
Mr. Gobel was in his sixtieth year, and is survived by his widow, residing at the family home, 279 Highland Boulevard, Brooklyn, N. Y., three daughters and one son.

Funeral services were held on Saturday, March 29th.

## PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, March 26, 1924.—Wholesale prices on green and sweet pickled pork cuts: Pork loins, 18@20c; green hams, 8-10 lbs, 16½c; 10-12 lbs., 16c; 12-14 lbs., 15c; green picnics, 4-6 lbs., 9@10c; 6-8 lbs., 8½c; green clear bellies, 6-8 lbs., 13c; 8-10 lbs., 12½c; 10-12 lbs., 12c; 12-14 lbs., 12c; green rib bellies, 10-12 lbs., 12c; 12-14 lbs., 11½@12c; sweet pickled clear bellies, 6-8 lbs., 9@10c; 8-10 lbs., 10c; 10-12 lbs., 10c; 12-14 lbs., 10c; sweet pickled rib bellies, 10-12 lbs., 10c; 12-14 lbs., 10c; sweet pickled hams, 8-10 lbs., 15½c; 10-12 lbs., 15c; 12-14 lbs., 15c; dressed hogs, 11¾c; city steam lard, 10¾c; compound 12@12¾c.



THE LATE ADOLF GOBEL

## Lamb Cutting Test

The interesting program of the Washington Heights Branch, United Master Butchers, on Monday evening was attended by a large gathering of enthusiastic members. This meeting was the first of a series of educational meetings which will feature some instructive work on all phases of the trade.

The meat cutting demonstration was on a 34 lb. lamb, judged as fancy prime. Leopold Roth was selected as demonstrator.

The purpose of this demonstration was to determine the percentage of weights to loin, chuck, ribs, stew meat, etc. The percentages figured out on this particular lamb as one-third for chuck, one-third for back and one-third for the legs, demonstrating that the choice part of the carcass, the back of the lamb, yielded only 60% of chops, against 40% of waste. It was pointed out that this proved to the butchers how careful they have to be in pricing the small percentage of loins, ribs and chops which they get out of the carcass.

The Branch plans holding another demonstration in the near future, the purpose of which will be to go more thoroughly into details, at which city officials, domestic heads of schools, and a representative of the Government will be invited for observation. The main purpose of this meeting will be to educate the public on the effect of prices caused by discriminative buying of the housewife.

The branch at this meeting initiated six new members, which is in line with their renewed efforts toward attracting more retailers to organization work.

Mr. Joseph Eschelbacher, who was recently re-elected as chairman of the 1925 Ball Committee, reported that he had already gone to work on securing reservations for next year's ball, and that this event was to be a distinct departure from the usual annual functions given by the trade, and on a magnitude the Branch has never before undertaken.

Secretary Schoenbach gave an excellent report on the success of the recent affair, announcing that next year he was out for the biggest journal ever, and the sky was the limit! Considering his past demonstrations, his chance for success are most encouraging. The 1925 Ball Committee is as follows: Chairman; Joseph Eschelbacher; associate chairman, E. Schmelzer; secretary, Julius Schoenbach; treasurer, Walter Elsass; G. W. Beck, L. Collette, A. Di Matteo, P. Ermann, Samuel Reiss, H. Hemleb, L. Klein, I. Werdenschlag, F. Kunkel, Frederick Bitz, S. Brown, C. Wertheimer, Wm. Asmus, Chas. Young, G. Lowenthal, J. Owaroff, Adolph May, D. Reiss, I. Perpignan, A. Reiss, L. Eschelbacher, L. Roth, G. Schmidt, C. Shuck, A. Sussman, R. Utenwold, M. Fusco.

A new Sunday Closing committee was appointed to resume the work again of cleaning out the Sunday violators. Much good work has been done on this matter, and Branch is fully determined to follow the work up. Leo Klein was appointed as chairman of this committee.

John P. Harris, Director of the Bureau of Practical Research of the Institute of American Meat Packers, stopped off at New York Thursday Friday and Saturday of this week. Mr. Harris is making a tour of the East, where he is making visits to the plants of the Institute members. While in Gotham Mr. Harris met Messrs. Irving Blumenthal of the United Dressed Beef Co., Leo Joseph of the New York Butchers Supply Co., Albert Rohe of Rohe & Brother, Otto Stahl of Otto Stahl, Inc.; George Kern, Jr., of George Kern, Inc.; Fred Figge of Figge & Hutwelker, and Abraham Strauss of Strauss & Adler.

## BROOKLYN CELEBRATES.

Fate was good to William Helling, president, and Herbert Hertzog, secretary, of the Brooklyn Branch, United Master Butchers of America, Thursday evening of last week on the occasion of the annual dinner, entertainment and dance of this Branch, at Trommers. It seemed that everything combined—the large representation from the various branches in Greater New York, the weather and all the other details—to make this first social event under the regime of these two officers (the others, as well as the committee, having seen many such affairs) a huge social and financial success.

The tables were so arranged in the large ballroom that everybody was within hearing and seeing distance of the stage, where a very fine program was given. The wide aisles between the tables not only permitted of visiting, but also gave an opportunity to the clown to bring his dancing doll to the tables where the "domes" were most highly polished. State president Moe Loeb received the thrill of his life when the lady fell into his arms, and so far forgot the dignity of state president as to clasp her tight to his manly bosom.

The dinner was well served and the entertainers received much applause. After the dinner the floor was cleared and dancing enjoyed until long past the wee small hours. Great credit for a most enjoyable evening is due to the following committee: Chairman, Albert Rosen; assistant chairman, Herbert Hertzog, William Helling, John Hildemann, Leonard Sussel, Chas. Kiesewetter, O. E. Jahrsdorfer, Jac. Wyler, Franz Eichler and Louis Barth.

Among the guests from New York were State president Moe Loeb, president George Kramer, of Ye Olde New York Branch; president Charles Hembdt of Washington Heights Branch; Rudy Arndt, Gus Lowenthal, Charles Kramer, A. Dematteo, William Kramer, Louis Goldstein and Al Loeb; President Louis Bender of South Brooklyn Branch; David Van Gelder, F. Grimm, C. and G. Fraedricks, H. Schwanenede and R. Selke; from Eastern District Branch, Mr. and Mrs. Otto Haun, Mr. and Mrs. Charles Raedle, Mr. and Mrs. Kossmann, Mr. and Mrs. Tischbein, Mr. E. Rath, Jr., Miss Elsie Peters, Mr. and Mrs. J. Palmer, F. Rieser, Mr. and Mrs. Sandmann, Mr. and Mrs. Stutzmann and Mr. S. Levy. The Ladies' Auxiliary was represented by its president, Mrs. George Kramer, Mrs. L. Bender, Mrs. Frank Burck, Mrs. E. Celler, Mrs. Dematteo, Mrs. C. and H. Fischer, Mrs. C. Fraedricks, Mrs. G. Fraedricks, Mrs. M. Goldstein, Mrs. F. Grimm, Mrs. Chas. Hembdt, Mrs. C. Herderick, Mrs. Klein, Mrs. Wm. Kramer, Mrs. G. Lowenthal, Mrs. Moe, Loeb, Mrs. C. Raedle, Mr. H. Schmanenede, Mrs. J. Schutte, Mr. Selke, Mrs. D. Van Gelder and two new members, Mrs. Rosenthal and Mrs. Young. Other visitors were John C. Cutting, of the New York Meat Council and Congressman Emmanuel Celler.

Jos. Himmelsbach, M. E. Otto S. Schlich, O. E.

### Himmelsbach & Schlich

ENGINEERS AND ARCHITECTS  
Specializing in Packing Houses, Abattoirs, Ice Making and Refrigerating Plants, Lard and Fat Rendering Plants, Oil Refineries.

136 Liberty Street NEW YORK

## The Napier Machine Co.

Manufacturers of

### Hydro-Electric Sausage Stuffers

50, 100 and 200 pounds capacity

### Napier Air Stuffers

100, 200 and 400 pounds capacity

### Centrifugal Meat Choppers

1071 Power Ave.

Cleveland, O.



No. 10-B Brisket Knife

When cutting breast of lamb or sheep you need the Foster Bros. Brisket Knife with a square point and heavy blade.

It is the best for this purpose and like all

## FOSTER BROS. KNIVES

is a quality product—hand forged blade with beech handle—nicely balanced.

Buy them from your supply houses

THE BRAND IS FOSTER BROS.

JOHN CHATILLON & SONS

Established 1835

Manufacturers of Scales and Butchers' Supplies

85-99 Cliff Street

New York City, N. Y.



*If Your Jobber Does Not Handle Them,  
Write Us Direct*

**Why Buy Baskets  
Every Few Months  
instead of  
Every Few Years**



*Try one lot of Backus  
Woven Boxes and see how  
long they last.*

You will save some real money and also the constant trouble and annoyance of ordering new baskets. You will greatly increase the efficiency of your delivery system.

**A. BACKUS, JR. & SONS - - DEPT. N**  
**DETROIT, MICH.**

## THE ADRIAN KNITTING CO.

400-410 WATER ST.  
ADRIAN, MICH.

Manufacturers of all kinds of

**KNIT BAGS**

for

**BEEF CALF SHEEP HOGS**

**SAMPLES AND PRICES ON REQUEST**

### LADIES' AUXILIARY, U. M. B. A.

A severe test of the interest of the members in the meetings of the Ladies' Auxiliary, United Master Butchers of America, was the inclement weather of Wednesday afternoon when New York was treated to a day of snow, slush and wind. Judging by the attendance the interest is still strong.

The principal order of business was the installation of officers by State President Moe Loeb, who at the completion of the

ceremony presented President Mrs. George Kramer with a beautiful bouquet on behalf of Ye Olde New York Branch. Mr. Loeb in a short address expressed his pleasure at the honor of installing the officers of the Ladies' Auxiliary after a successful year.

He also told the ladies how they could assist the members of the Master Butchers, especially with reference to the Sunday opening bill now up at Albany. He stated they were most vitally interested in-

asmuch as they and their children would be deprived of the company of their husbands on Sunday and the pleasure of the family outings.

George Kramer, president of Ye Olde New York Branch, United Master Butchers of America was called upon for a few remarks. Mr. Kramer stated that while he had helped start the Auxiliary on its career and had kept in touch with its progress, he had overlooked just one small matter and that was a guide in matters of debate and he, therefore presented the Auxiliary with a copy of Cushing's Manual. Both gentlemen were given a rising vote of thanks.

That the ladies are ready and willing to take advice was shown in the fact that after the departure of the gentlemen, Mrs. Chas. Hembdt suggested that the members could help their husbands in the matter of the pending bill by writing their representatives at Albany. It was also suggested that a paragraph from Cushing's Manual be read at each meeting and digested in order that the members become proficient in parliamentary laws.

Mrs. Frank P. Burck of Brooklyn extended a cordial invitation to the members present to spend next Wednesday afternoon at her home, 213 Dean Street. Coffee and cake were served and a pleasant afternoon enjoyed by all.

How can you prevent accidents to your beef luggers in carrying beef? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

### Headquarters for

Packers' Genuine Vegetable Parchment and Waxed Papers

**Kalamazoo Vegetable Parchment Co., - - - Kalamazoo, Mich.**



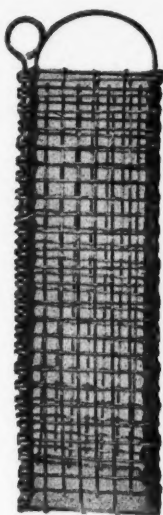
## A Prominent Sausage

### Manufacturer says:

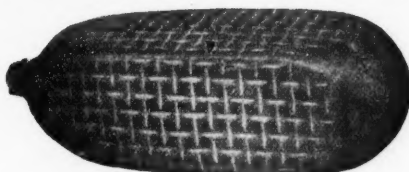
"Increased our minced ham sales over five hundred per cent in sixty days by using the Perfection Sausage Molds."

*Perfection Sausage Molds will benefit you. Write for particulars.*

**SAUSAGE MOLD CORPORATION**  
918 E. Main St. LOUISVILLE, KY.



The Mold



The Product



### The Stockinet Smoking Process Saves Labor—Trimmings—Shrinkage

**SMOKE** your meats in stockinets and get uniformity, sanitation and even butts.

Many prominent packers throughout the United States are now practicing our process under license agreement with us and are having wonderful success with it.

*Infringers of our patented process sooner or later will be apprehended and dealt with accordingly*

**FOR FURTHER PARTICULARS WRITE**

**Thomas F. Keeley, Licensor**

516 E. 28th Street

Chicago, Ill.



### INCREASED PROFITS

Use this snow-white woodfiber package. It never fails to boost sales. Our package experts will assist you in making it your biggest advertising asset. Ask for samples and other interesting package information.

## KLEENKUP

*The Package  
That Sells Its Contents*

**MONO SERVICE COMPANY**

NEWARK, NEW JERSEY

## Myles Pure Salt

A large number of the meat packers have found best results using our 99-84/100% PURE SALT in dry salting, pickle, hides and capping on account of no moisture—clean and white.

*A trial car will convince you.*

**HIGBIE SALT CO.**

Fred K. Higbie, Pres.

111 W. Washington Street, Chicago, Ill.

**The Horn & Supply Co.**  
Leominster, Mass.

Horns, Hoofs, Horn Tips and Waste

Dealers in  
Manufacturers of  
Pressed Horn and Hoof

*In Spices, too, the Best Is The Cheapest*

# J. K. LAUDENSLAGER, Inc.

612-14-16 W. York St.

Philadelphia, Pa.

Importers **SPICES** Grinders

**Butchers Mills Brand**

*35 years reputation among packers for quality*

# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, medium and light.....	9.40@ 9.85
Cows, canners and cutters.....	2.00@ 3.25
Bulls, bologna.....	4.75@ 5.25

## LIVE CALVES.

Calves, veal, prime, per 100 lbs.....	14.50@15.00
Calves, veal, common to medium.....	9.50@11.50
Calves, veal, culls, per 100 lbs.....	7.00@ 8.50

## LIVE SHEEP AND LAMBS.

Lambs, prime, 100 lbs.....	@17.00
Sheep, ewes, prime, 100 lbs.....	8.00@ 8.50
Sheep, ewes, common to good, 100 lbs....	4.50@ 7.50

## LIVE HOGS.

Hogs, heavy.....	@ 7.75
Hogs, medium.....	8.00@ 8.25
Hogs, 140 lbs.....	8.00@ 8.25
Pigs, under 70 lbs.....	@ 7.25
Roughs.....	6.50@ 6.75

## DRESSED BEEF.

### CITY DRESSED.

Choice, native, heavy.....	@19
Choice, native, light.....	@19
Native, common to fair.....	@17

### WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.....	@17
Native choice, yearlings, 400@600 lbs.....	@19
Western steers, 600@800 lbs.....	@16
Texas steers, 400@600 lbs.....	@13
Good to choice heifers.....	@16
Good to choice cows.....	@14
Common to fair cows.....	@12
Fresh bologna bulls.....	8½@8¾

## BEEF CUTS.

	Western.	City.
No. 1 ribs.....	@24	@24
No. 2 ribs.....	@18	@20
No. 3 ribs.....	@14	@17
No. 1 loins.....	@26	@32
No. 2 loins.....	@20	@27
No. 3 loins.....	@13	@23
No. 1 hinds and ribs.....	@26	@25
No. 2 hinds and ribs.....	@24	@20
No. 3 hinds and ribs.....	@19	@18
No. 1 rounds.....	@15	@15
No. 2 rounds.....	@12	@13
No. 3 rounds.....	@9	@12
No. 1 chucks.....	@13	@15
No. 2 chucks.....	@11	@13½
No. 3 chucks.....	@8	@12½
Bolognas.....	@6	9½@10½
Rolls, reg., 6@8 lbs. avg.....	@22	@23
Rolls, reg., 4@6 lbs. avg.....	@17	@18
Tenderloins, 4@5 lbs. avg.....	@60	@70
Tenderloins, 5@6 lbs. avg.....	@80	@90
Shoulder clods.....	@10	@11

## DRESSED CALVES.

Prime.....	@22
Choice.....	@21
Good.....	@20
Medium.....	@17
Common.....	@15

## DRESSED HOGS.

Hogs, heavy.....	@11½
Hogs, 180 lbs.....	@10½
Hogs, 100 lbs.....	@11½
Hogs, 140 lbs.....	@11½
Pigs, 80 lbs.....	@11½

## DRESSED SHEEP AND LAMBS.

Lambs, choice spring.....	@30
Lambs, poor grade.....	@27
Sheep, choice.....	@22
Sheep, medium to good.....	@18
Sheep, culls.....	@11

## SMOKED MEATS.

Hams, 8@10 lbs. avg.....	@18½
Hams, 10@12 lbs. avg.....	@18½
Hams, 12@14 lbs. avg.....	@18½
Picnics, 4@6 lbs. avg.....	@11½
Picnics, 6@8 lbs. avg.....	@11½
Rollettes, 6@8 lbs. avg.....	@14
Beef tongue, light.....	@30
Beef tongue, heavy.....	@35
Bacon, boneless, Western.....	@17
Bacon, boneless, city.....	@16
Pickled bellies, 10@12 lbs. avg.....	@14

## FRESH PORK CUTS.

Fresh pork loins, Western, 10-12 lbs. avg.....	@16
Fresh pork tenderloins.....	@50
Frozen pork loins, 10-12 lbs. avg.....	@13
Frozen pork tenderloins.....	@45
Shoulders, city, 10@12 lbs. avg.....	@11
Shoulders, Western, 10@12 lbs. avg.....	@10
Butts, boneless, Western.....	@15
Butts, regular, Western.....	@13
Fresh hams, city, 8@10 lbs. avg.....	@18
Fresh hams, Western, 10@12 lbs. avg.....	@17
Fresh picnic hams, Western, 6@8 lbs. avg.....	@11
Extra lean pork trimmings.....	@10
Regular pork trimmings, 50% lean.....	@7
Fresh spare ribs.....	@9
Raw leaf lard.....	@13

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.....	@150.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.....	90.00@100.00
Black hoofs, per ton.....	40.00@ 50.00
Striped hoofs, per ton.....	40.00@ 50.00
White hoofs, per ton.....	105.00@115.00
Thick bones, avg. 85 to 90 lbs., per 100 pcs.....	@140.00
Horns, avg. 7½ oz. and over, No. 1s.....	300.00@325.00
Horns, avg. 7½ oz. and over, No. 2s.....	250.00@275.00
Horns, avg. 7½ oz. and over, No. 3s.....	200.00@225.00

## FANCY MEATS.

Fresh steer tongues, untrimmed.....	@30c	a pound
Fresh steer tongues, L. C. trim'd.....	@38c	a pound
Calves, heads, scalded.....	@65c	a piece
Sweetthreads, veal.....	@75c	a pair
Sweetthreads, beef.....	@60c	a pound
Beef kidneys.....	@16c	a pound
Mutton kidneys.....	@8c	each
Livers, beef.....	@23c	a pound
Oxtails.....	@16c	each
Hearts, beef.....	@7c	a pound
Beef hanging tenders.....	@20c	a pound
Lamb fries.....	@10c	a pair

## BUTCHER'S FAT.

Shop fat.....	@ 2½
Breast fat.....	@ 4
Edible suet.....	@ 5½
Cond. suet.....	@ 4½
Bones.....	@25

## SPICES.

	Whole.	Ground.
Pepper, Sing., white.....	16½	19½
Pepper, Sing., black.....	11½	14½
Pepper, red.....	14	18
Allspice.....	9½	9½
Cinnamon.....	11½	15½
Coriander.....	10½	18½
Cloves.....	33	38
Ginger.....	21	24
Mace.....	66	71

## CURING MATERIALS.

In lots of less than 25 bbls.:	Bbls.	per lb.
Double refined saltpetre, granulated.....	6½	6½
Double refined saltpetre, small crystals.....	7½	7½
Double refined nitrate soda, granulated.....	4½	4½
Double refined nitrate soda, crystals.....	5½	5½
In 25 barrel lots:		
Double refined saltpetre, granulated.....	6½	6½
Double refined saltpetre, small crystals.....	7½	7½
Double refined nitrate soda, granulated.....	4½	4½
Double refined nitrate soda, crystals.....	5½	5
Carload lots:		
Double refined nitrate of soda, granulated 4½	4½	
Double refined nitrate of soda, crystals 5	4½	

## GREEN CALFSKINS.

	5-9	9½-12½	12½-14	14-18	18 up.
Prime No. 1 veals.....	2.20	2.85	3.10	3.95	
Prime No. 2 veals.....	2.40	2.60	2.85	3.70	
Buttermilk No. 1.....	1.9	2.25	2.50	2.75	
Buttermilk No. 2.....	1.7	2.05	2.25	2.50	
Branded, grubby.....	1.4	1.65	1.85	2.10	2.50
No. 3.....					At value

## DRESSED POULTRY.

### FRESH KILLED.

Fowls—Fresh—dry packed, milk fed—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.....	@30
Western, 48 to 54 lbs. to dozen, lb.....	@31
Western, 43 to 47 lbs. to dozen, lb.....	@30
Western, 36 to 42 lbs. to dozen, lb.....	@28
Western, 30 to 35 lbs. to dozen, lb.....	@27
Fowls—Fresh—dry packed, corn fed—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.....	@28
Western, 48 to 54 lbs. to dozen, lb.....	@29

Western, 43 to 47 lbs. to dozen, lb.....	@29
Western, 36 to 42 lbs. to dozen, lb.....	@28
Western, 30 to 35 lbs. to dozen, lb.....	@26

### Fowls—Fresh—dry packed, corn fed—barrels:

Western, dry packed, 5 lbs. and over, lb.....	@28
Western, dry packed, 4½ lbs. each, lb.....	@28
Western, dry packed, 3½ lbs. each, lb.....	@26
Western, dry packed, boxes, 3 lbs. and under.....	@24

### Old Cocks—dry packed—boxes or bbls.

Western, dry picked, boxes.....	@20
Western, scalded, bbls.....	@22

### Ducks—

Western, fancy, boxes.....	@27
----------------------------	-----

### Squabs—

White, 12 lbs. to dozen, per dozen.....	10.00@10.50
White, 10 lbs. to dozen, per dozen.....	8.00@ 8.50
Culls, per doz.....	1.00@ 2.00

## LIVE POULTRY.

Broilers, via express.....	@50
Old roosters, via freight.....	@55
Ducks, via express.....	@31
Turkeys, via express.....	@40
Geese, via express.....	@20
Pigeons, per pair, via freight or express.....	@60
Guineas, per pair, via freight or express.....	@70

## BUTTER.

Creamery, extra (92 score).....	@46½
Creamery, firsts.....	@45
Creamery, seconds.....	@41
Creamery, lower grades.....	@40½

## EGGS.

Fresh gathered, extra, per doz.....	@26
Fresh gathered, extra firsts.....	24½@25
Fresh gathered, firsts.....	23½@24
Fresh gathered, checks, fair to choice dry.....	21½@22

## FERTILIZER MATERIALS.

### BASIS NEW YORK DELIVERY.

#### Ammoniates.

Ammonium sulphate, bulk, f. o. b works, per 100 lbs.....	@ 2.90
Ammonium sulphate, double bags, per 100 lbs., f. a. s., New York.....	@ 2.95
Blood, dried, 15-16% per unit.....	@ 3.60
Fish scrap, dried, 11% ammonia, 15% B. P. L., bulk, f. o. b. fish factory.....	nominal
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.....	nominal
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f. o. b. fish factory.....	nominal
Soda Nitrate, in bags, 100 lbs., spot.....	2.53@ 2.55
Soda nitrate, in bags, futures.....	2.53@ 2.56
Tankage, ground, 10% ammonia, 15% B. P. L., bulk.....	2.75 and 10c
Tankage, unground, 9-10% ammonia.....	2.50 and 10c

#### Phosphates.

Bone meal, steamed, 3 and 50 bags per ton.....	@31.00
Bone meal, raw, 4½ and 50 bags per ton.....	@32.00
Acid phosphate, bulk, f. o. b. Balt., per ton, 16%.....	@ 8.00

#### Potash.

Kalnit, 12.4%, bulk, per ton.....	@ 7.22
Manure salt, 20%, bulk, per ton.....	@10.25
Muriate in bags, basis 80% per ton.....	@33.00
Sulphate, in bags, basis 80%, per ton.....	@44.00

## BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia for week ending March 22, 1924:

	March.	14	15	17	18	19	20	21
Chicago.....	47½	47	46½	46½	46½	46½	46½	46½
New York.....	48½	48½	48	48	48	48	47½	47½
Boston.....	49	49	49	48½	48½	48½	48½	48½
Philadelphia.....	48	48½	48½	48½	48	48	47½	47½

Wholesale prices of carlot—fresh centralized butter—90 score at Chicago:

47½	47	46½	46½	46	46	46½
-----	----	-----	-----	----	----	-----

### Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	—Since Jan. 1—
Chicago.....	49,600	49,822	37,249	601,446
New York.....	52,653	54,490	47,101	611,440
Boston.....	19,792	19,185	16,948	214,151
Philadelphia.....	15,905	11,947	22,947	191,415
Total.....	137,950	135,450	119,900	1,678,452

### Cold storage movement (lbs.) March 22:

	Into storage.	Out of storage.	On hand Mar. 22.	Cor. day of week.
Chicago.....	3,119	35,409	667,948	1,078,560
New York.....	192,960	54,786	2,953,745	2,234,225
Boston.....	3,450	29,187	572,872	438,838
Philadelphia.....	750	10,852	369,496	680,446
Total.....	200,288	130,294	4,564,061	4,432,069

4.

50  
50  
00

$\frac{1}{2}$   
 $\frac{1}{2}$   
 $\frac{1}{2}$

al  
al  
al  
0c  
0c

00  
22  
25  
00  
00

at  
l-  
4:

$\frac{1}{2}$   
 $\frac{1}{2}$   
 $\frac{1}{2}$   
 $\frac{1}{2}$

1-

49  
75  
47  
12  
03

2:  
of  
23  
60  
25  
46  
09